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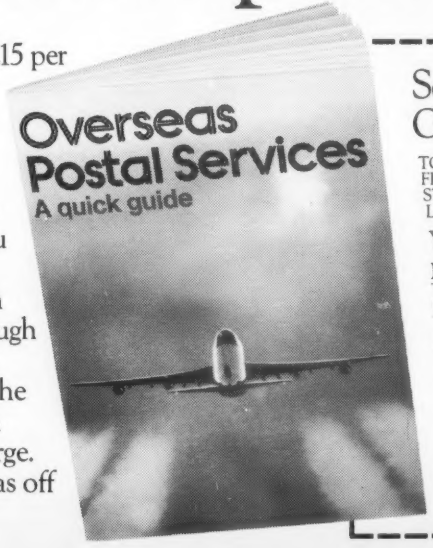

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Trade and Industry

6 January 1978

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Our latest quarterly trade promotions guide is published in the winter – but as usual it gives details of events for the next two years or so.

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Industrial democracy experiment with Post Office board

Eric Varley, Secretary of State for Industry, announced on 4 January the composition of the enlarged Post Office Board which will launch a two-year industrial democracy experiment.

The composition of the board is as follows:
Trade Union Members: Ron Barrett, Post Office Management Staffs Association; Fred Moss and Ivan Rowley, Union of Post Office Workers; Peter Shaw and Arthur Simper, Post Office Engineering Union; Robert Thomas, Society of Post Office Executives; and Miss Nina Williams, Civil and Public Services Association.
Independent members: Derek Gladwin, Mrs Janice Walsh, Peter Walters, and Lord Winstanley.

The chairman and the management board members whose appointments have already been announced are: Sir William Barlow, chairman; Peter Benton, managing director, Telecommunications; Denis Roberts, managing director, Posts; Sam Wainwright, managing director, Giro; Kenneth Young, member for personnel and industrial relations; Frederick Waterhouse, member for finance and corporate planning, and Sir George Macfarlane, member for engineering policy and research (part-time).

The trade union and independent members are all part-time appointments effective from 1 January 1978. The seven trade union representatives were nominated by the Council of Post Office Unions. Two of the independent members, Mrs Janice Walsh and Lord Winstanley, were appointed after consultation with the Secretary of State for Prices and Consumer Protection, as being particularly qualified to look after the interests of consumers. The fifth independent member will be announced shortly. The experiment will be reviewed after two years by the Post Office, unions and government.

British Aerospace takes off with £100m export order

A British Aerospace deal worth £100 million to supply 50 Hawk trainer aircraft to the Finnish Airforce was finalised on 29 December. This is the corporation's first major aircraft export order to be won since its formation in April 1977. As part of the agreement British Aerospace has undertaken to assist Finnish industry in selling its goods throughout the world.

Manufacture of the planes will be centred on the corporation's factories at Kingston, Brough in Humberside and Hamble in Hampshire. Final assembly of 46 of the aircraft will be completed in the Finnish Valmet factory at Kuorguesi, 100 miles north of Helsinki, where the Hawks' fin, tailplane and rudder sections will also be part-produced. In addition joint work will be carried out on the trainers' equipment fit and with Rolls-Royce on the engine.

Hattersley discusses competition with US

Roy Hattersley, Secretary of State for Prices and Consumer Protection, flew into the United States on 3 January to discuss general aspects of competition and counter-inflation policy with officials of the American administration. Mr Hattersley met John Shenefield, assistant attorney general, in Washington on 4 January together with officials of the Federal Trade Commission, and aides from the House Monopolies Sub-Committee. While in Washington, he also visited Barry Bosworth, director of the Council on Wage and Price Stability.

He spoke in New York on 5 January on the subject of 'The UK and North Sea Oil' at a press luncheon organised by the British Information Service. Mr Hattersley is to return to London today (6 January).

Minister visits Greece and Israel

Stanley Clinton Davies, Parliamentary Under Secretary for Companies, Aviation and Shipping left London on 3 January on an official visit to Greece and Israel.

During his three-day visit to Athens Mr Clinton Davis met the Greek Ministers of Communications and Mercantile Marine for talks on trade and shipping matters. On 5 January Mr Clinton Davis travelled to Tel Aviv, where he met the Israeli Ministers of Transport and Commerce and addressed a meeting of the Anglo/Israeli Chamber of Commerce.

New year honours

Industry figured prominently in the new year honours.

Knighthoods for services to export were awarded to Campbell Fraser, managing director, Dunlop Holdings Ltd, and Peter Seligman, director, APV Holdings Ltd. Knighthoods were awarded also to John Methven, director-general, CBI; Leslie Murphy, chairman, National Enterprise Board; Finlay Gilchrist, lately chairman, Harrisons and Crosfield Ltd; and Arthur Sugden, chief executive, Co-operative Wholesale Society Ltd.

Price Commission allow Tate & Lyle price increases

Tate and Lyle Refineries Ltd have been allowed overall average weighted price increases of 2.04 per cent over a range of products by the Price Commission.

The Price Commission announced on 28 October that price increases proposed by Tate and Lyle Refineries Ltd for a range of sugar and syrup products would be subject to investigation.

An effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigation which must be completed within three months. However, the commission may allow interim increases and are obliged to do so to the extent to which the safeguard regulations operate.

Subsequent representations by Tate and Lyle Refineries Ltd on the basis of the safeguard regulations have been considered and the commission, exercising their powers under the Price Commission Act 1977, have allowed an overall average weighted increase of 2.04 per cent over the range, as originally notified by the company. There has however been an adjustment in the proposed weighting of increases on various industrial products within the whole range.

. . . an interim increase for ICI . . .

Imperial Chemical Industries Ltd has been allowed an interim increase of £2 a tonne (about 3 per cent) on the current price of their sodium carbonate (soda ash) by the Price Commission. This follows representations by the company after the commission announced on 9 December that a price increase proposed by the company for its soda ash would be subject to investigation.

. . . and announces investigation into Weetabix Ltd

The Price Commission notified the Secretary of State for Prices and Consumer Protection on 30 December 1977 that it intends to investigate

certain price increases of Weetabix Ltd.

The company prenotified to the commission on 6 December that they intended to increase the prices of the Weetabix range of cereal breakfast foods as well as Alpen and other Muesli products. The commission considered the proposed increases and decided that they should be the subject of an investigation under section 4 of the Price Commission Act 1977.

Anyone who wishes to make any representations to the Price Commission in connection with this investigation should write to the Secretary, Price Commission, Neville House, Page Street, London SW1P 4LS.

Decision made on 1 kg base for price-to-pay weighing

Retail weighing machines which calculate the price to be paid for goods will, in future, be required to use one kilogram as the base for price computation. This decision of the Department of Prices and Consumer Protection was announced by its controller of weights and measures in the following statement relating to the approval of weighing machines under the Weights and Measures Act 1963.

The choice of metric weight base for calculation of price-to-pay on retail weighing machines has been under review both by the Department of Prices and Consumer Protection and the Metrication Board in consultation with representatives of consumers, retailers, machine manufacturers and weights and measures inspectors. For machine usage for which, in imperial measure, the normal base is 1 lb, a metric base of 500 g or 1 kg has been considered. However to avoid the confusion which would arise by the general use of both values it is necessary to establish one common base. The consensus view of those consulted and the view of the department is that the price-computing base for retail machines should in future be 1 kg. This choice was made, in preference to 500 g, because it allows the price-to-pay to be determined more readily; it also aligns with the requirements of the relevant EEC directive and with international practice, where change from imperial to metric working has occurred.

It should be noted that the minister of state has already indicated that the normal metric unit for the purpose of unit pricing under the prices act for goods sold loose by weight will be the kilogram.

The purpose of this statement is to make known the department's intention, in support of this choice, in relation to the approval of metric machines under the Weights and Measures Act 1963. The department has decided that, for machines which previously would have used a base of 1 lb:

a as from 1 January 1978 a price computing base of 1 kg will be a requirement for the approval of a pattern of a price-computing weighing machine;

b at a date to be determined, subject to consultation and for which a notice of five years will be given, existing pattern approvals for machines using a base of 500 g will be revoked. Where requested a new certificate of approval will be granted on the authorisation of modifications introducing a base of 1 kg.

The effect of point b will be that retailers possessing 500 g base machines will be given considerable notice of the termination of validity of such machines and will be able, in that period, to have them converted to 1 kg base or replaced with new machines operating on a 1 kg base.

Further information can be obtained from the department at 26 Chapter Street, London SW1P 4NS, tel. 01-834 7032, ext. 14 or 149.

Monopolies Commission to investigate check trading

The Monopolies and Mergers Commission is to investigate the supply of trading check franchise services and the supply of trading check financial services. On 30 December, Gordon Borrie, director-general of Fair Trading, asked the commission to report within two years.

Trading checks (also known as shopping checks, trading vouchers, and trading bonds) are documents issued by check traders to individual consumers. The customer pays the check trader a fee, and repays the value of the check by weekly instalments.

Check traders supply services to two distinct groups. First, they extend credit to individual consumers by issuing trading checks. Secondly, they undertake to pay for goods and services supplied by franchised retailers in transactions involving the use of trading checks.

Persons or organisations wishing to offer evidence should write to the secretary, Monopolies and Mergers Commission, New Court, Carey Street, London WC2A 2JT.

Small firms' problems aired by London chamber group

With 6000 of its 8000 member firms having less than 250 employees, the London Chamber of Commerce and Industry is to launch a small firms group. The group has been set up to enable small companies to meet together regularly to discuss mutual problems and opportunities.

The small firms group will commence its activities this month with a series of monthly meetings backed up by seminars and publications. The group's meetings will be designed to encourage the maximum participation and, where necessary, further action by the chamber. The first meeting on 16 January will concentrate on the tax problems of small companies when members of the chamber taxation committees will deal with firms' queries.

The next meeting will be on 17 February on 'ECGD and the small firm'. On 9 March, Bob Cryer, Under-Secretary of State for Industry with responsibility for small firms, will be the main speaker on the subject of 'the government and small firms'.

The chamber will also be repeating its seminar on 'making a case for finance' on 22 February when representatives of the finance houses will outline the criteria they use in extending credit to small firms. Further information about these London meetings can be obtained from Caroline Egan-Strang, Economic Department, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444, ext. 118.

British Airway's chairman to resume part-time with strengthened board

Sir Frank McFadzean will resume regular duties as chairman of British Airways on a part-time basis when he has recovered from his heart attack of last September. He is succeeded as chief executive by Ross Stainton, the deputy chairman. These changes were announced by Edmund Dell, Secretary of State for Trade, on 30 December.

Mr Dell also announced the appointment to the board of British Airways of Gerry Draper, as director of commercial operations, and Peter Hermon, as management services director. Mr Draper succeeds Roy Watts who, already a board member, takes up the new appointment of director of finance and planning. William de Vigier has been re-appointed to the board as a part-time member.

Manpower services unified and streamlined

A unified organisation to be adopted by the Manpower Services Commission will bring together the whole of the commission's operations into a single manpower services organisation. The changes, which will take effect on 1 April 1978, follow recommendations by a management review of the Department of Employment group.

Albert Booth, Secretary of State for Employment, told parliament on 16 December that the commission's two executive arms, the Employment Service Agency and the Training Services Agency, would disappear as such by the services concerned would be provided by separate operational divisions of the commission. A third operational division would be responsible for the commission's special programmes for unemployed young people and adults. Each of these divisions will have its own line management, with the heads of the divisions responsible to the commission's director, John Cassels.

The commission considers that these developments will result in a more concerted approach to the planning and delivery of manpower services and will lead to improved services, greater efficiency and better use of resources.

Packaging engineers occupy Grimsby terrace unit . . .

Freemantle Packaging Ltd has recently occupied an advance factory unit of about 260m² built by the English Industrial Estates Corporation in Grimsby.

Freemantle Packaging, which specialises in the design and manufacture of all types of packaging machinery, is moving operations from existing premises on the South Humberside Industrial Estate, Grimsby, to the new factory. The company expects to employ nine people as production is built up over the next year or two.

. . . and another firm expands at Wigan

Brad Imports are to occupy an advance factory of about 900 m² built by the English Industrial Estates Corporation on the Department of Industry's Lamberhead industrial estate, Wigan.

Brad Imports currently occupy small

premises at Eckersley Mill, Wigan, where they are engaged in the assembly of trailer tent kits. The new premises will enable the company to expand their operation and, in due course, they will manufacture luggage trailers and a wider range of camping kits. The company expects to employ a further 16 people during the next year.

WDA ends 1977 with £½m loans to industry

Loans worth a total of £492,500 to six industries were announced by the Welsh Development Agency on 19 December.

The first loan worth £67,500 has enabled the Cheshire-based clothing group Kinderton Holdings to restart production of boys' pyjamas in an Anglesey factory which it has bought out of receivership.

Wales will also be keeping its only large-scale specialist manufacturer of pressure vessels for the petrochemical industry, with the second WDA investment of £100,000. The money, in the form of a medium-term loan, is enabling Inglefield Power Engineering to acquire the assets, order book and skills of Davy Power Gas (Barry).

Thirdly the WDA is investing £65,000 in Wondabreast Poultry, of Haverfordwest, by acquiring 30 per cent of the company's shares and by making a medium-term loan of £56,000. The company will be using the funds for major alterations to its poultry processing unit to comply with new food hygiene regulations to be introduced by the EEC.

The fourth WDA loan of £35,000 is helping Channel Sound and Vision, of Aberdare, to step up manufacture of a new type of radio microphone, which has no trailing aerial.

Brigray Group is planning a major expansion of its fabric and clothing manufacturing activities in South Wales with the help of a convertible loan of £160,000 from the WDA. As a result the group's 440-strong workforce in South Wales is expected to increase by about 100 over the next 18 months.

Finally a North Wales firm, Lifeguard Equipment, is ready to boost its exports in the rapidly expanding overseas market for inflatables and survival equipment with the help of a £65,000 loan from the WDA. Lifeguard Equipment employs 100 people at its factories in Rhosllanerchrugog and Ruthin. It will use the loan to provide part of the costs of a new factory at Ruthin, which will eventually employ a further 40 to 50 people.

Payment of regional development grants released

Denis Healey, Chancellor of the Exchequer, announced in parliament on 16 December that the three months administrative delay in the payment of regional development grants had been cancelled. This administrative device, part of the cuts in public expenditure announced in July 1976, had applied to all claims received after 31 March 1977. As a result of its cancellation about a further £90 million will be released to manufacturing industry in the assisted areas over the remainder of this financial year.

These extra funds should improve the cash position of recipients of grants which in turn should help future investment. Where applicants have already been informed that their grant has been deferred for three months any outstanding payments will be cleared in rotation and as soon as possible over the next few weeks.

Packaging tests for the transport of dangerous goods

The Department of Transport, in association with the Department of Trade and the Health and Safety Executive, is to introduce with effect from 3 January a new scheme for the marking of receptacles used for the conveyance of dangerous goods which have been manufactured to United Nations standards.

The range of receptacles covered by the scheme is limited to those with a net weight of 400 kg or below, such as steel or aluminium drums, plastics jerricans, fibreboard cases and sacks made of fabric, plastics or paper. Performance tests will include drop, stacking, leakage and hydraulic pressure tests designed to represent the hazards expected during transport.

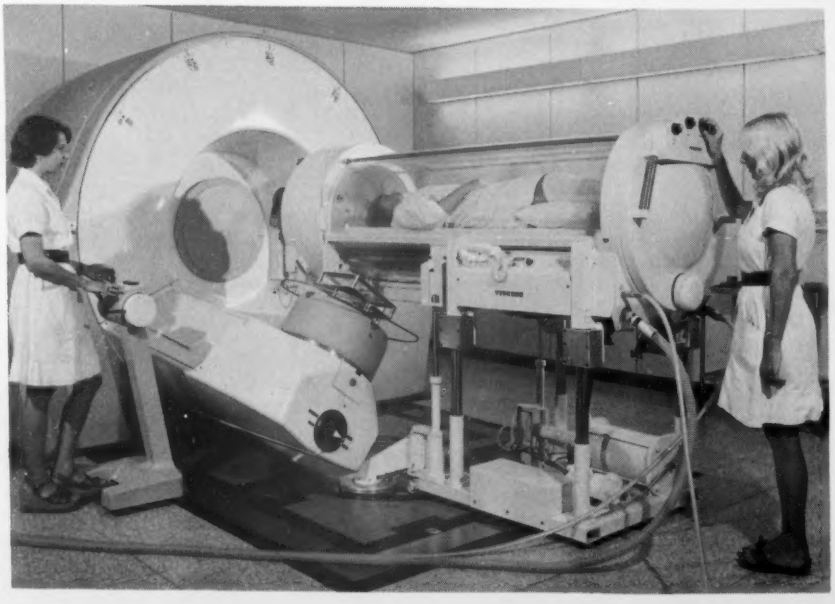
The new scheme will ensure that packagings of a suitable standard are tested and marked under arrangements approved by the government, thus providing an assurance of compliance with UN standards to other governments and to carriers when such packagings are used for the carriage of dangerous goods on international journeys.

Duties under sections 2 and 3 of the Health and Safety at Work Act are not affected by this scheme but the Health and Safety Executive are considering the development of packaging standards for the conveyance of dangerous goods together with criteria by which testing establishments may be approved. These developments are at a very early stage and until the statutory requirements for testing stations have been prepared, tests will be conducted under the new scheme by the Research Association of the Paper and Board, Printing and Packaging Industries (Pira), Randalls Road, Leatherhead, Surrey, and will follow the recommendations of the United Nations committee of experts on the transport of dangerous goods.

A guide to the performance testing of packagings explaining the administrative arrangements is available free of charge from Dangerous Goods Branch, Department of Transport, 2 Marsham Street, London SW1; Marine Division, Department of Trade, Sunley House, 90 High Holborn, London WC1; Branch 'A' of the Health and Safety Executive, Baynards House, 1 Chepstow Place, London W2; and Pira.

Vickers' hyperbarics equip St Thomas' Hospital

St Thomas' Hospital, London's new radiotherapy centre contains specially developed hyperbaric equipment by Vickers Medical, London. The application of pressurised pure oxygen in radiotherapy treatment has been pioneered by St Thomas' Hospital since the mid-1950s. Known as the cantilevered radiotherapy chamber, the Vickers Medical system has a hydro-pneumatic chassis with built in air cushions to allow smooth movement and easy transportation. Special features required by St Thomas' include a greater length of cantilevered area and complete access for the radiation machine head below the patient. To achieve this the legs of the pressure door were made to fold upwards.



Monopoly reference of insulated wire and cables

Following representations from the Monopolies and Mergers Commission that their report on the supply in, and exports from, the United Kingdom of insulated electric wire and cables cannot be completed by 31 December 1977, the date specified in an earlier direction, Mr Roy Hattersley, Secretary of State for Prices and Consumer Protection, has given a second direction which allows the commission an extended period to 30 June 1978 for the purpose of reporting on this reference.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Dunham Mount Holdings Ltd and Norwest Holst Ltd.

Scottish Brick Co Ltd, Caledonian Brick Co Ltd and A. Kenneth and Sons Ltd.

Lloyds and Scottish Ltd and Bankamerica Factors Ltd.

St Regis International Limited and Reed and Smith Holdings Limited.

OFT seeks initiative on guarantees

Although most guarantees give consumers a valuable bonus, they also give rise to numerous consumer complaints. This is because they fall short of what consumers expect and because their terms seem sometimes obscure and unaccountably restrictive.

These comments are contained in a consultative paper which was published on 27 December by Gordon Borrie, director-general of Fair Trading. Mr Borrie has sent the paper to over 70 organisations representing consumers, trade and industry and local authorities, asking for their comments by 28 February.

An Office of Fair Trading study of guarantees and complaints about them has shown that manufacturers in general do not rely to any great extent on the advertising of guarantees as a means of promoting the sale of their goods. Retailers and suppliers of services are more likely to advertise the existence (but not the detailed terms) of their guarantees. Frequently, the consumer learns of the guarantee only after purchase.

The study of guarantees and the complaints about them suggested there was scope for action on guarantees in the United Kingdom, Mr Borrie pointed out. He added that he was not inclined, at the present, to think that new laws were the answer; it seemed to him that an initiative might be taken by industry and commerce on this aspect of trading. Before suggesting exactly what this should be he was floating all these ideas in a consultative paper. 'I am not at present thinking in terms of a compulsory or model guarantee but of a general code of practice,' he explained.

The consultative paper suggests that when the word 'guarantee' is used in advertisements, it should disclose any basic limitations. The duration (or durations, if they differ for particular parts) of the guarantee should be stated. Guarantees which do not cover labour costs should be referred to as 'parts only' guarantees. The exclusions of any major component, or a requirement to pay cost of carriage or a call-out charge should be indicated.

The guarantee document should be easy to read and understand, and should state clearly: the duration of the guarantee; the products or parts covered by, or excluded from, the guarantee; the name and address of the guarantor; the procedure the consumer should follow to present a claim under the guarantee; the remedies which the guarantor undertakes to provide in the event of a claim under the guarantee; and whether it is necessary for the consumer to complete and return a guarantee registration card.

The document also suggests that there may be advantage in adopting the United States practice of dividing guarantees into two categories – 'full' and 'limited'. A 'full guarantee' would: undertake for a specified period to repair or replace specified, or all, defective or malfunctioning parts within a specified and reasonable time of being asked to do so; undertake to do this free of any charge; undertake to extend the specified period for such time as the consumer is without the product because of a defect covered by the guarantee; allow the benefits of the guarantee to be transferred to a person other than the original purchaser.

Customs and Excise receipts increased by 17.7 per cent

Customs and Excise receipts for the year ended 31 March 1977 totalled £10,886.4 million, an increase of 17.7 per cent over the previous year, and representing 33.6 per cent of central government taxation. The cost of Customs and Excise administration was £191.4 million, representing about 1.76 pence for every £1 of net revenue. Administration of value added tax (VAT) is estimated at £80 million, about 2.1 pence for every £1 of net VAT revenue. Net receipts from VAT increased by 9.1 per cent to £3,769.5 million mainly due to price rises in standard and higher rated goods and services. This represents nearly 35 per cent of the total net Customs and Excise receipts. Approximately 1 271 300 persons were registered for VAT at 31 March 1977.

Receipts of car tax rose from £180 million in 1975–76 to £218 million in 1976–77 representing 2 per cent of the total Customs and Excise revenue and although purchase tax was abolished on 1 April 1973, arrears of tax amounting to £0.8 million were collected during 1976–77.

'The report of the Commissioners of HM Customs and Excise for the year ending 31 March 1977' (Cmnd 7050), HMSO, price £3.15.

Official appointments

Monopolies and Mergers Commission: Roy Hattersley, Secretary of State for Prices and Consumer Protection, is to appoint Prof K. D. George and Mr T. M. Rybczynski to the Monopolies and Mergers Commission. The appointments would be made on 16 January, when an order, laid before parliament on 21 December, increasing the maximum size of the commission comes into effect. An order was needed because the commission has a full complement of members at present, the appointment of members whose term of office had been due to finish having been extended to enable them to complete inquiries on which they were already engaged.

Price Commission: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr R. G. Opie as a part-time member of the Price Commission.

Southern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillors H. J. Moon and A. Page as members of the Southern Gas Consumers' Council until 31 August 1980.

Wales Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed the following as members of the Wales Gas Consumers' Council until 30 September 1979: Mrs P. B. Eynon; Mr R. Powell; Mr J. L. Stanfield; and Councillor R. Davies.

Post Office Board: Eric Varley, Secretary of State for Industry, today appointed Frederick Waterhouse to be the member for finance and corporate planning on the Post Office Board. Mr Waterhouse will join the Post Office on 1 February 1978 on secondment from ICI.

English Industrial Estates Corporation: Eric Varley, Secretary of State for Industry, has re-appointed Mr J. Harle a member of the English Industrial Estates Corporation. This takes effect from 20 December 1977.

Motorway service areas inquiry: William Rodgers, Secretary of State for Transport, and Roy Hattersley, Secretary of State for Prices and Consumer Protection, have appointed two additional members, Margaret Costa and Professor Bernard Corry, to the committee of inquiry into motorway service areas.

British Tourist Authority: Edmund Dell, Secretary of State for Trade, has reappointed Lord Garnock and Mr Illtyd Harrington as members of the British Tourist Authority for a further year until 31 December 1978 or for any shorter period which may result from the devolution legislation.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act 1976)

Additions and amendments to the register
Additions and amendments to the alphabetical index to the register during the quarter ended 31 December 1977 are given below in lists I and II respectively. The index of 'goods' agreements on the register as it stood at 30 July 1957, was published in the *Board of Trade Journal* on 16 August 1957 (pages 371-378) since which date additions and amendments have been published at approximately quarterly intervals. The Restrictive Trade Practices (Services) Order 1976 which extended the legislation so that it applied to agreements relating to commercial services, became effective on 22 March 1976. Since 7 January 1977 the published lists have combined both 'goods' and 'services' agreements. The last such list was published on 7 October 1977 and included agreements placed on the register up to 30 September 1977. The additions to the published index combine 'goods' and 'services' alphabetically as in list I below and amendments, also combining 'goods' and 'services' are shown separately as in list II below. 'Services' agreement numbers are prefixed by the letter S. The indices show commodities and services which are the subject of agreements on the register, and are described as in the particulars of the agreements submitted to the Director General of Fair Trading. Where an agreement operates in a particular area this has been indicated whenever practicable.

Agreements referred to the Restrictive Practices Court
On 10 April 1959 there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which notices of reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the court. Subsequent additions have been published at approximately quarterly intervals; the latest additions are as in list III below.

Agreements not to be referred to the Restrictive Practices Court
The Secretary of State for Prices and Consumer Protection may, on the representation of the Director General of Fair Trading, give directions under section 21(2) of the Restrictive Trade Practices Act 1976, discharging him from the duty of referring an agreement to the Restrictive Practices Court. These agreements are indicated in the index to the register by the symbol B and any additions during the period can readily be identified from the last column in list II.

'D' and 'F' agreements
Similarly, additions during the period to lists of agreements determined or varied to like effect can be readily identified from the symbol D or F respectively, together with the month and year concerned, given in the last column of lists I and II. In this connection it should be remembered that a D or F agreement may sometimes be replaced by a new agreement which will be separately registered. There may also be new agreements which have been given the appropriate D or F marking by the time they appeared in this published index; those agreements appear in list I.

Inspection of the register
The register may be inspected between 10 am and 4.30 pm on any weekday except Saturday and certain holidays at any of the following addresses:
Office of Fair Trading (Public Search Room) Room 729, Chancery House, 57 Chancery Lane, London WC2A 1SP.
9 Hope Street, Edinburgh EH2 4EL.
Department of Commerce [1], 176 Newtownbreda Road, Belfast BT1 4JX.

The fee for inspecting the register is £1.00 per day, but if fewer than five agreements are inspected, the fee is 20p for each agreement.

Indices to the register, including ones in which commodities and services are grouped by classes, may be inspected at these addresses free of charge. There is also a card index available for inspection, listing the parties to 'service' agreements in alphabetical order.

[1] Only Northern Ireland agreements can be inspected on demand at this address but other agreements will be obtained for inquirers if required after inspecting the indices.

LIST I – ADDITIONS TO THE REGISTER

Registered no. of agreement	Commodity or service	Area if local	Agreement marking (see text and footnote)
S/67	Advertising		
S/393	Advertising, acquisition of		
S/559	Banking-certificates of deposit		
4035	Books	North and Mid Wales	
S/37	Catering		
4157	Concrete, ready mixed	West London	D5/77
4158	Concrete, ready mixed	Leighton Buzzard	D6/77
4160	Concrete, ready mixed	Colchester, Chelmsford, Ipswich	D3/77
4161	Concrete, ready mixed	Hemel Hempstead	
4162	Concrete, ready mixed	Bedford	
4163	Concrete, ready mixed	Peterborough	
4164	Concrete, ready mixed	Cambridge	
4165	Concrete, ready mixed	Bracknell	D5/77
4166	Concrete, ready mixed	Harrogate	D4/77
4170	Concrete, ready mixed	Bacup, Colne, Blackburn, Accrington	D4/77
4171	Concrete, ready mixed	Leeds	D4/77
4172	Concrete, ready mixed	Melksham, Devizes, Bradford-on-Avon	D4/77
4173	Concrete, ready mixed	Yeovil, Sherborne	D6/77
4174	Concrete, ready mixed	Bath	D6/77
4175	Concrete, ready mixed	Taunton	D6/77
4176	Concrete, ready mixed	Minehead, Watchet	D6/77
4177	Concrete, ready mixed	Wells, Radstock, Midsomer Norton	D6/77
4178	Concrete, ready mixed	Weston-super-Mare, Burnham-on-Sea, Cheddar	D6/77
4179	Concrete, ready mixed	Bridgwater	D6/77
4180	Concrete, ready mixed	Glastonbury	D6/77
4182	Concrete, ready mixed	Chippenham	D6/77
4183	Concrete, ready mixed	Dorchester, Weymouth	D6/77
4184	Concrete, ready mixed	Ringwood, Fordingbridge	D6/77
4185	Concrete, ready mixed	Salisbury	D6/77
4186	Concrete, ready mixed	Gosport, Fareham, Hamble	D6/77
4187	Concrete, ready mixed	Southampton, Winchester, Eastleigh	D6/77
4188	Concrete, ready mixed	Portsmouth, Hayling Island	D6/77
4189	Concrete, ready mixed	Bournemouth, Poole, Wimborne Minster	D6/77
4190	Concrete, ready mixed	Worthing	
4191	Concrete, ready mixed	Brighton, Shoreham-by-sea	D6/77
4192	Concrete, ready mixed	Seaford, Lewes, Rottingdean	
4193	Concrete, ready mixed	East Grinstead, Tunbridge Wells, Hawkhurst, Heathfield	D6/77
4194	Concrete, ready mixed	Hastings, Bexhill	
4196	Concrete, ready mixed	Horsham, Crawley	D6/77
4198	Concrete, ready mixed	Hailsham, Eastbourne, Alfriston	D6/77
4199	Concrete, ready mixed	Gatwick airport	
4205	Concrete, ready mixed	Borough Green	
4206	Concrete, ready mixed	Rochester, Chatham, Isle of Grain	
4207	Concrete, ready mixed	Washington, Steyning, W. Grinstead, Pulborough	D6/77
4208	Concrete, ready mixed	Washington, Steyning, W. Grinstead, Pulborough	D12/76
4209	Concrete, ready mixed	Littlehampton, Arundel, Watersfield, Chichester, Bognor Regis	D6/77
4210	Concrete, ready mixed	Petersfield	D6/77
4211	Concrete, ready mixed	Minsted	D6/77
4212	Concrete, ready mixed	Maidstone	
4213	Concrete, ready mixed	Burgess Hill, Hurstpierpoint, Haywards Heath	D6/77
4214	Concrete, ready mixed	East and West Sussex	
4215	Concrete, ready mixed	Tonbridge, Edenbridge, Tunbridge Wells	
4218	Concrete, ready mixed	Binfield, Crowthorne, Bracknell, Workingham	D5/77
4223	Concrete, ready mixed	Nottingham City, Mansfield, Ilkeston, Eastwood, Heanor	
4224	Concrete, ready mixed	Wellingborough	
4227	Concrete, ready mixed	Aylesbury	D6/77
4233	Concrete, ready mixed	Daventry	
4235	Concrete, ready mixed	Birmingham	
4238	Concrete, ready mixed	Liverpool	
4239	Concrete, ready mixed	Manchester	
4243	Concrete, ready mixed	Abergele	
4245	Concrete, ready mixed	Black Country south	
4246	Concrete, ready mixed	Black Country north	

Registered no. of agreement	Commodity or service	Area if local	Agreement marking (see text and footnote)
4247	Concrete, ready mixed	Hereford	
4248	Concrete, ready mixed	Burton-on-Trent	
4249	Concrete, ready mixed	Leominster, Ludlow	
4251	Concrete, ready mixed	Derby	
4252	Concrete, ready mixed	Preston	
4254	Concrete, ready mixed	Southport, Formby	
4258	Concrete, ready mixed	Leighton Buzzard	D6/77
4264	Concrete, ready mixed	Rhyl, St Asaph, Denbigh, Ruthin	
4275	Concrete, ready mixed	Merthyr Tydfil, Hirwaun, Glyn Neath	
4280	Concrete, ready mixed	Bradford	
4283	Concrete, ready mixed	Hull	
4284	Concrete, ready mixed	Worksop	
4290	Concrete, ready mixed	Goole	D5/77
S/264	Distribution of circulars		
4096	Eggs	London	
4140	Engineering products		
S/64	Freight forwarding and handling	London	
4089	Hides		
S/37	Hotels		
S/37	Hotel accommodation		
S/62	Insurance services	Glasgow	
S/624	Insurance (Acquisition of Cover)		
4035	Jigsaws	North and Mid Wales	
4089	Leather		
4229	Musical instruments	Scotland	
4237	Newsprint		
S/180	Photographic News Agency		
4102	Photographs (News)		
4142	Pigs		
S/598	Removal	Pontefract and Castleford	
S/37	Restaurants		
S/624	Restaurant management		
S/524	Road passenger transport	Southend and District	
S/616	Sales promotion		
S/618	Ship brokerage	Swansea and Port Talbot	
4089	Skins		
4074	Sodium circulaters		
4035	Souvenirs	North and Mid Wales	
S/393	Stockbroking		
S/100	Tug services	Southampton	
S/606	Waste disposal		
S/115	Wharfinger Services (Metal storage)	London	

LIST II – AMENDMENTS TO THE INDEX

Registered no. of agreement	Register index entry		Amendment
4037	Advertising publications	Tyneside	Add B9/77
3793	Aircraft – fight simulation		Add F11/76
4113	Books		Add B11/77
3592	Building materials		Add B11/77
S/292	Coach hire	South West Herts	Add B9/77
S/12	Dry cleaning		Add B9/77
S/12	Dyeing and repairing		Add B9/77
S/191	Electrical appliance servicing		Add B9/77
S/287	Electrical appliance servicing	England and Wales	Add B9/77
S/449	Holiday accommodation	Mablethorpe and Sutton	Add B9/77
S/418	Hotel accommodation	Bournemouth	Add B9/77
S/419	Hotel accommodation	Llandudno	Add B9/77
S/417	Hotel accommodation	Skegness	Add B9/77

registered no. of agreement	Register index entry		Amendment
S/333	Fuel cartage	London (Heathrow)	Add B11/77
S/333	Fuel storage	London (Heathrow)	Add B11/77
S/12	Laundering		Add B9/77
S/132	News service – greyhound racing	Watford and Harringay	Add E10/77
S/133	News servicing – greyhound racing	London (Hackney)	Add E10/77
3643	Orchestral materials		Add B11/77
S/571	Poster advertising		Add B9/77
4001	Publication of Good News Bible		Add B9/77
S/139	Radio and TV repair		Add F10/77
4113	Records		Add B11/77
3081	Ships (dry docks)	B10/69	Add D6/77

NOTE ON THE SYMBOLS

'B' indicates that the file contains a note of a direction, given by the secretary of state, discharging the director general from his obligation to take proceedings in the Restrictive Practices Court in respect of that particular agreement during the continuance in force of the direction.
'C' indicates that the file contains a copy of a declaration or order of the Restrictive Practices Court.
'D' indicates that the agreement has been determined otherwise than by the passage of time.
'E' indicates that the agreement has expired or will expire at a given date.
'F' indicates that the agreement has been varied by the removal of all registrable restrictions or otherwise as to its terms or parties, so that it would not have been registrable had it taken the varied form at the time of registration.
The date following each symbol indicates the month and year concerned.

LIST III – AGREEMENTS REFERRED TO THE RESTRICTIVE PRACTICES COURT [1]

registered number of agreement	Commodity or service
4093	Concrete, ready mixed
4099	Concrete, ready mixed
4100	Concrete, ready mixed
4106 to 4108	Concrete, ready mixed
4116 to 4119	Concrete, ready mixed
4121 to 4132	Concrete, ready mixed
4135 to 4139	Concrete, ready mixed
4141	Concrete, ready mixed
4157	Concrete, ready mixed
4161 to 4166	Concrete, ready mixed
4172 to 4177	Concrete, ready mixed
4179	Concrete, ready mixed
4180	Concrete, ready mixed
4182 to 4190	Concrete, ready mixed
4192	Concrete, ready mixed
4194	Concrete, ready mixed
4199	Concrete, ready mixed
4205	Concrete, ready mixed
4206	Concrete, ready mixed
4208	Concrete, ready mixed
4214	Concrete, ready mixed
4215	Concrete, ready mixed

[1] Also subject of application to court under section 35 of Restrictive Trade Practices Act 1976.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the dates specified.

9 December 1977

1365218 Commissariat a l'Energie Atomique
Improvements in and relating to memory cores
1371715 Commissariat a l'Energie Atomique
Improvements in and relating to radiation detector apparatus for X, γ or β radiation
1382098 Commissariat a l'Energie Atomique
A radioactive source applicator for utero-vaginal plesiocurietherapy
1383212 Commissariat a l'Energie Atomique
Composite materials comprising resin and carbon fibres
1383969 Commissariat a l'Energie Atomique
A device for deflecting a light beam
1385352 Commissariat a l'Energie Atomique
Composite materials comprising carbon fibres and resin
1430397 International Standard Electric Corporation
Sawtooth generator
1454554 International Standard Electric Corporation
Scanning phased array antenna system
1468176 Agfa-Gevaert
Packaging of radiographic film in strip form
1476208 Agfa-Gevaert
Electronic flash operated reader/printer using dry photographic paper with latensification process
1311870 Standard Telephone and Cables Ltd
Improvements in or relating to telecommunication systems
1336565 John Idris Davies and Barbara Jones
Improvements in or relating to levelling apparatus
1363640 Hexachimie
Esters of 2,2-diphenyl-cyclopropane-carboxylic acids
1416813 Cannon Electric (Great Britain) Ltd
Improvements in or relating to electrical terminations
1478331 Transparent Paper Ltd
Skin packaging

14 December 1977

1365598 Commissariat a l'Energie Atomique
A switching device for use as a store
1366617 Commissariat a l'Energie Atomique
Method of regulation by sampling the partial pressures of a gas mixture
1366618 Commissariat a l'Energie Atomique
Device for compensating the drift of a voltage stored in a capacitor
1368185 Commissariat a l'Energie Atomique
Method and device for providing heat insulation at high temperatures
1369572 Commissariat a l'Energie Atomique
Shock-absorbing bearing for a rotating shaft
1372140 Commissariat a l'Energie Atomique
A device for loading and unloading a fuel assembly for a nuclear reactor
1373445 Commissariat a l'Energie Atomique
Method of assembly of heat-insulating structures
1376257 Commissariat a l'Energie Atomique
Nuclear reactor having a removable top shield for the reactor core
1378029 Commissariat a l'Energie Atomique
Electrostatic precipitator for the collection of particles in a gas such as air
1378834 Commissariat a l'Energie Atomique
Device for sampling gas within the rotating bowl of a centrifuge
1380888 Commissariat a l'Energie Atomique
Method for estimating the ambiguity function and device for carrying out said method
1384745 Commissariat a l'Energie Atomique
A method of preparation of single-crystal films
1384844 Commissariat a l'Energie Atomique
Handling arm for loading and unloading fuel assemblies within a nuclear reactor
1385576 Commissariat a l'Energie Atomique
Apparatus for sampling blood and separating plasma under anaerobic conditions
1094842 Bertin and Cie
Improvements in and relating to devices for the soft landing of dropped loads
1094844 Bertin and Cie
Improvements in and relating to ground effect machines
1292329 Bertin and Cie
Load-landing device

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

E. Armitage, Comptroller

Government sales

24 January 1978 – Miscellaneous

Location
Hilltop Motor Hotel, Carlisle, Cumbria

Auctioneers
Harrison and Hetherington (Dept. L), Borderway Mart, Rosehill, Carlisle, Cumbria (0228 26292)

Stores lying at RAF Carlisle and other depots in the area including clothing, machine and hand tools, electrical spares, a quantity of metals, furniture, tyres, MT spares and a number of vehicles.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

New publications

Transnationals and developing countries

'It is beyond dispute,' in the view of the United States Tariff Commission, 'that the spread of multinational business ranks with the development of the steam engine, electric power, and the automobile as one of the major events of modern economic history.'

The likely effect of this modern phenomenon on the development of the poorer nations of the world forms the subject of a recent book by Sanjaya Lall and Paul Streeten, 'Foreign investment, transnationals and developing countries'. The authors attempt to examine the character of transnational corporations (TNC), the forces behind their growing strength and its likely effects. Included in the study is original data researched for the United Nations Conference on trade and development, based on the effects that TNCs have had on six less-developed countries – Jamaica, Kenya, India, Iran, Colombia and Malaysia. Particular note is taken of the effects on the balance-of-payments and income of foreign investment on the manufacturing sectors of their economies.

Written by two leading experts on this controversial topic, this book brings together many years' work on the subject of foreign investment and the transnational. The authors bring some new opinions to the continuing debate on this important international question. For those seeking further points of view, there is a substantial list of references at the end of the work.

Foreign Investment, Transnationals and Developing Countries, by Sanjaya Lall and Paul Streeten. Macmillan. 1977. (xii, 280 pages. £10.00. ISBN 0 333 16898 4).

Patent law explained

As a result of the Patents Act 1977, United Kingdom patent law has been changed fundamentally. The new act introduces a codified system of patent law, which incorporates the European Patent Convention and other international conventions on patents into United Kingdom law. Also a new patents court has been created, with high court status, which will hear cases under both the 1949 and 1977 acts. Two new guides reflect these changes and attempt to steer the reader through the intricacies of the law.

Sweet and Maxwell have just published an 'Encyclopedia of United Kingdom and European patent law', which in its loose-leaf format allows regular updating. Only part of its eventual contents are contained in the initial issue and much material remains to be added in due course to complete the work. The encyclopedia will take the form of annotated source material, including the relevant acts, statutory instruments, conventions and rules of court. Practitioners will thus have access to all the material necessary for an understanding of the law, in a handy one volume format, and with expert annotations to guide them.

A shorter introductory guide to the Patents Act 1977 has also just appeared. It is intended to provide a straightforward explanation of the act, following the framework of current legislation to explain its purpose and history, for the benefit of inventors, managers, and patent practitioners. As a short introduction to the subject the work fulfils a useful purpose.

Encyclopedia of United Kingdom and European Patent Law; edited by T. A. Blanco White, Julian Jeffs, Robin Jacob, and W. R. Cornish. Sweet and Maxwell. 1977. (Loose-leaf £45.00 (including service to the end of 1978). ISBN 0 421 23350 8).

The Patents Act 1977: an introductory guide, by Hugh Brett. European Study Conference Ltd, Kirby House, 31 High Street East, Uppingham, Rutland, Leicestershire, LE15 9PY. 1977. ([vii), 80 pages; paperback £5.50. ISBN 0 906214 00 9).

Where to get your shipping

What is 'the Baltic'? Surely no more bewildering name, giving neither clue to purpose nor origin, could have grown up about a city institution of equal importance as Lloyds or the London Stock Exchange. Hugh Barty-King has now published a full length study of this important organisation, which from the earliest times to the present day has played a vital role in the development of British shipping, and hence our trade and industry.

From its early beginnings over 375 years ago to its present position of importance which helps make London the shipping and commodity centre of the world, the story of the Baltic Exchange is unfolded. Designed as a social and political as well as an economic history, this work is also an important record of the lives of the people who helped to make the Exchange what it is today.

Packed full of detail and attractively illustrated with some 45 plates, several of which are in colour, this study updates previous histories by the inclusion of hitherto unpublished information obtained from the archives of the Baltic Mercantile and Shipping Exchange Ltd.

This is more than a mere official history. By virtue of its delightful presentation, readable text and interesting illustrations it can entertain as well as inform. Invaluable for any collection to do with our trade abroad, it is a comprehensive and desirable addition to the bookshelves of many individuals as well as more formal libraries.

The Baltic Exchange: the history of a unique market, by Hugh Barty-King. Hutchinson Benham, 3 Fitzroy Square, London W1P 5AH. 1977. (431 pages; £7.50. ISBN 0 09 128050 8).

Europe and its energy

'About a quarter of all new investment in industry in the European community is intended to supply fuel . . .', according to a study of the formulation of EEC energy policy written by Dr N. J. D. Lucas, lecturer in energy policy at the Imperial College, London. In his study, Dr Lucas, who has done a great deal of research on the subject, attempts to assess the influence of the community on the energy policies of its member states. Against the competing claims of oil and nuclear energy to replace coal as the principal energy source, the author explores the history of energy policy over the past 30 years.

Detailed explanation is given of the making of policy decisions, balancing the opinions of energy experts against the differing practical goals of member states. Several important factors are drawn to the reader's attention: the importance of energy policy to Europe's international relations, especially with the Middle East and the United States; the conflict in identifying national with community interests; and the reluctance to adopt common policies in the face of opposition from member states.

This book raises many pertinent questions concerning Europe, its energy and the need for some common policy. It will fascinate anyone interested in the future of Europe or its energy, or both.

Energy and the European Communities, by N. J. D. Lucas. Europa Publications Ltd. 1977. (xvi, 175 pages; £6.50. ISBN 0 905 118 14 6).

Data on electronics in Europe

Growth prospects for the electronics industry in Europe look promising, according to figures released in the latest edition of that annual mine of information on the West European electronics industry, 'Mackintosh Yearbook of West European Data'. As previously, it aims to 'determine the buyers and sellers of electronics products in Europe' and to assess future trends.

Data, mainly of a statistical nature, is presented for a large spectrum of electronics commodities from 13 European countries. A brief examination of the economic prospects of each country is included with comparative assessments for Japan and the USA. An additional particularly useful feature is a quick-reference European summary table of imports/exports, production and markets, with statistics for 1976 and forecasts to 1981. These are expanded in the successive two main chapters giving production and market data respectively for individual countries.

It is justifiably a source which presents, in the publisher's terms, 'sound business planning information . . . in a concise practical format'

MacKintosh Yearbook of West European Electronics Data 1978. 5th Edition. MacKintosh Publications Ltd, Victoria House, Victoria Street, Luton LU1 5DH. 1977. (136 pages; paperback £60.00. ISBN 0 904705 05 6).

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Splashproof suit incorporates shoulder ventilation

A lightweight woollen safety suit, providing a degree of protection against metal splash said to approach that of asbestos has been produced by Francis Colley and Sons Ltd of Sheffield. It is particularly comfortable to wear because of its method of shoulder ventilation that helps the flow of air around the wearer's body.

Jackets have a double-thickness shoulder yoke with a series of vertical slots between the layers. The pumping effect of the slots opening and closing with body movements delivers air into the top of the jacket.

Further information: circle 260

Underground sealing provided by mixing pump

A machine for underground mining applications which continuously mixes and pumps gypsum slurries over horizontal distances of up to 470 m or up to a total static head of 66 m has been introduced by British Gypsum Ltd of Nottingham.

The machine known as the Varimix is of rugged construction and has few moving parts so that maintenance is reduced to a minimum. A metered powder feed system eliminates operator error and ensures consistent slurry quality. The only manual adjustment is that on a needle valve by which the quantity of feed water can be varied to give the density of slurry required for a particular application; an easy-to-read flowmeter shows the rate selected.

Two versions of the equipment are available. Both are suitable for constructing explosion-proof tunnel stoppings, filling cavities, sealing vertical and overhead roadway linings to prevent loss of ventilating air, and consolidating pack material to reduce the dangers of spontaneous combustion and air contamination by gases. The machines can inject slurry at pressures of up to 1.05 MPa, forcing it into any cracks in the underground strata and providing a complete seal.

Further information: circle 261

Safer metal cutting and bending

Metal guillotines, incorporating several distinctive design features, and press brakes meeting the requirements of both industry and technical training centres have been introduced by F. J. Edwards Ltd of Chard, Somerset. Features include side frames with the bed and rear chute welded together to form a single unit, giving optimum strength and rigidity compatible with high-quality shearing.

The cutting beam, operated by two double-action hydraulic cylinders mounted on the side frames, is equipped with a simple pivoting blade adjustment enabling blade clearances to be changed swiftly. It also has a stroke adjustment so that other than full-width sheets can be cut at top speed. The beam, which has a rake of 1½°, can be inched down with the power off to simplify maintenance. A protective finger guard permits narrow strips to be cut safely.

There are two versions of the Truebend mechanical downstroking press brake of 25 tonnes and 40 tonnes. Integral safety features include infra-red light guarding at the machine's front and a rear interlocked safety screen instead of conventional mechanical guarding.

High-grade hardened and ground continental type tooling is supplied as standard but the machines can be adapted to take American/British tooling. Sufficient daylight is provided to accommodate all standard punching and notching units. A built-in device enables perfect bends to be achieved without shimming.

Further information: circle 262

Sweet-smelling solvents reduce pollution risk

A range of highly refined, low toxicity, hydrocarbon solvents made by Carless Solvents Ltd is claimed to offer good solvency with low aromatic contents. The Clairsol range of seven solvents improves the working atmosphere and reduces environmental pollution. Clairsols meet the most stringent international legislation controlling the use of solvents, and formulations based on these solvents enable manufacturers to produce non-toxic preparations.

Other advantages are said to be solvency characteristics superior to those of commercial aliphatic hydrocarbon solvents: lower toxicity than conventional hydrocarbon solvents and lower ventilation requirements on working premises. No photo-chemical smogs are created with the solvents which can therefore be emitted into the atmosphere. They have a low aromatic, olefin and sulphur content, and a pleasant odour. In the interests of safety at work and a healthy environment, the solvents provide a relatively high threshold limit value.

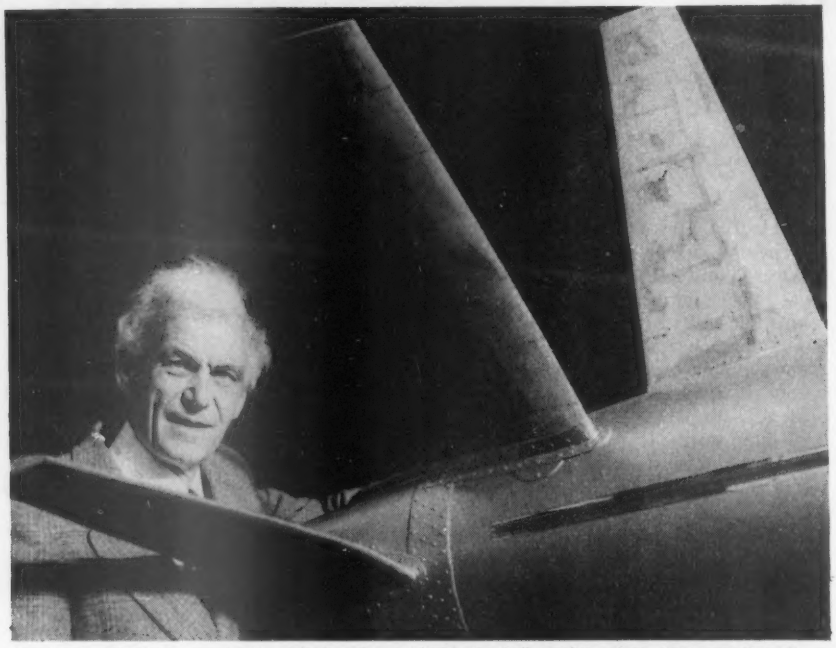
Further information: circle 263

Crop sprayer utilises pneumatic components

Cambrian Traction Co Ltd of Haverfordwest, Pembrokeshire, has designed and built a self-propelled crop sprayer which utilises pneumatic components and control systems made by Enots Ltd, a subsidiary company of Imperial Metal Industries Ltd. Known as the Cam-trac 350, the sprayer is based on the Unimog traction unit, and it is claimed to give high speed efficient spraying with minimum wheel damage to crops because of its 12 m boom. The boom folds to make the sprayer suitable for moving at high speed on the roads. The company is now developing a 24 m boom which will reduce crop damage even more. On each side of the boom a 100 mm bore × 300 mm stroke pneumatic cylinder controls the opening and closing action. All functions of the sprayer, except one, are controlled and operated pneumatically from the cab.

Further information: circle 264

Mini sails reduce aircraft drag



Small tabs fitted to the wingtips of aircraft could substantially reduce drag, improve aircraft handling and reduce fuel consumption, according to the preliminary results of research undertaken in Britain. Experimental versions of the tabs are seen here fitted to the rear of the tip-tank of a light aircraft. Mini-sails are the idea of the Cranfield Institute of Technology where two researchers, J. J. Spillman (seen here) and J. E. Allen have found that three or four tabs grouped round the rear half of each wingtip can considerably reduce vortex drag. Tests in wind tunnels and on an aircraft in flight have confirmed that a single tab sail on each wing reduces drag by 9 per cent, while three sails per wing can cut vortex drag by as much as 29 per cent.

Actif announces advanced add-on digitiser

Actif Electronics Ltd, have announced the availability of a new automatic add-on digitiser designed to operate in conjunction with any make of hydrographic survey echo sounder, the AD 2. The new equipment, which incorporates comprehensive self-checking facilities, is capable of operating under full software control conditions and is intended for use with either computer-controlled systems or automatic data loggers.

The AD 2 converts the signals from any designated echo sounder into digital form, providing a four-digit LED display of metric depth augmented by a parallel or serial data output facility to an external processor or logger. Following initial setting-up, operation is automatic as four alternative operational modes provide for automatic determination of the returned echoes, either within the pre-set acceptance band or as an 'expanded-gate'; average or direct readings may be selected in either case.

Further information: circle 265

Chloride develop 20-year battery

Chloride Alcad Ltd have designed a nickel cadmium battery to provide up to 20 years of maintenance-free service for such applications as emergency lighting, switch tripping and fire alarms. The Unibloc, as it is called, comprises five integral 42 V nickel cadmium cells housed in a composite plastics case. In the past, batteries of this type have had their individual cells connected externally with bolt terminals. The Unibloc method eliminates such connections and thus reduces the risk of failure from dirt, corrosion or otherwise faulty connections.

Batteries are offered in several capacities at 10 hour rating. The firm states that under ideal ambient conditions at 25°C and a float voltage of 1.42 V per cell, with no boost charging to cause the electrolyte to gas, maintenance periods of 20 years should be possible with the lowest capacity unit. With a normal battery life of 20 years, these types should therefore prove maintenance-free in service.

Further information: circle 266

Automatic vehicle interrogation and identification system

An automatic vehicle interrogation and identification system has been introduced by Callbuoy Marine Electronics Ltd, Cwmbran, Gwent. Known as Callex, the system is designed for incorporating into any FM VHF mobile radio telephone network, enabling a base operator to monitor the status of any vehicle under his control.

The system comprises a small desk type display/control head with an adjustable tilt base for operator convenience, and compact mobile data units. The front panel of the display/control unit contains a key entry pad which is used by the operator to exercise all control facilities of the system, and an LED readout exhibits a mobile's identification, its status and the data in the encoder memories.

Full selective calling is incorporated in the system and a separate LED display indicates the selective call code programmed before transmission, enabling the operator to check that the correct mobile selection has been made. A buzzer alarm is initiated by any mobile in the event of an emergency alarm condition, for example a bus under attack, and the tv monitor shows a constant display of all vehicle numbers, status and the time of status entry. An optional printer is available to provide hard copy of the time, data, vehicle number and status.

Further information: circle 267

New generator is designed for traffic lights

A portable generating set with close-coupled Lister engine, designed specifically for temporary traffic lights applications, has been introduced by Jonlaw Engineering Co Ltd of Oakham, Leicestershire.

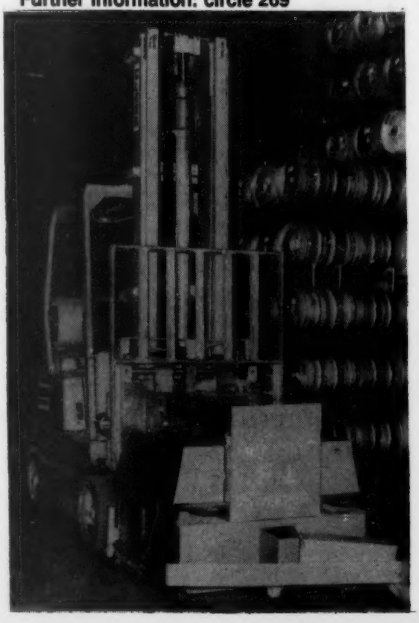
The model LT.01 generator has a large fuel tank for 24 hour continuous running and is fitted on to a robust two-wheeled trolley with anti-vibration mountings. Large, solid-rubber tyred wheels and a balanced design assist its manoeuvrability over rough terrain.

Further information: circle 268

Sweeper for forklift

A completely self-contained battery powered vacuum sweeper with a cleaning capacity of 7430 m² per hour and designed as a forklift truck attachment has been produced by Autocraft Engineers Ltd, of Quedgeley, Gloucester. Suitable for use with any standard forklift vehicle, the FL sweeper has its own batteries and can be picked up as easily as a pallet. No connections need be made to the forklift.

Further information: circle 269



Technology news

Second generation design aids put future Leyland cars on target

Computer aided design facilities available to Leyland Cars engineeers are now enhanced by the opening of a new £250,000 engineering data centre at Cowley. Equipped with the latest computer hardware, the centre marks a significant step into the second generation of CAD, and will play a vital role in making sure that Leyland Cars' new models for the 1980s are on targets for both time and quality.

Leyland engineers at the Cowley, Oxford body plant have been using and developing computer aided design (CAD) techniques to save time and raise development and production standards. Models from the Morris Marina to the Rover 3500 have benefited from this activity, mainly in the bodyshell design and tooling areas, although recent developments involve the extension of computer techniques into areas as diverse as pedestrian impact studies and engine design. To extend the usefulness of CAD to other engineers in the company, there are microwave data links to the other engineering centres.

The task of designing and putting cars into volume production has never been simple, but over the last 20 years, legislation, inflation and increasing competition have turned it into a highly exacting profession. Dr Bill Emmerson, executive engineer in charge of engineering computing services, said, 'The computers have really saved our bacon over the last decade, because the extra speed and confidence which they give us before the prototype stage has partly compensated for the enormous amount of extra work forced upon us by worldwide legislation. By commissioning this new data centre we are making sure that we can keep ahead of developments.'

Housed in a specially adapted, air conditioned room, conveniently adjacent to the body engineering design office, the new centre is directly connected to the twin IBM 370/158 main frame computers in the existing central computer complex, via a remote job entry station and a time sharing terminal.

Dominating the room is a new automatic drafting machine, a Kongsberg 1855 S, which has its own mini-computer to allow self-contained operation, independent of the main computers. This machine has a drafting table 1.8 m by 5.5 m (5.9 ft. by 18 ft.) and is thus capable of producing full size body or press die drawings. It can draw with ball point or wet ink pens on paper or mylar sheets, or else can scribe drawings on aluminium layout sheets with a diamond-tipped tool. There is a vacuum system to hold the drawing material firmly and precisely, and this vacuum can be reversed to give a hover-cushion effect to facilitate the handling of heavy materials. The maximum drawing speed is a staggering 42 m per minute, which is nearly three times faster than the 12-year old first generation 'Gerber' drafting machine in the central computer centre.

Even at the phenomenal speeds at which the drafting machine can work, producing highly detailed drawings in hours rather than weeks, it is still important to be sure that a long programme is correct before committing it to the machine. To carry out a check, the new centre has 'quick look' unit which screens an instant pre-view of the overall drawing, and can also produce a handy A4 electrostatic copy for later study.

Much of the raw material data for use in computer programmes is derived from experimental tests, and is often recorded in analogue form on magnetic tape. In order to convert this to digital form for direct use in computing, the centre has a system 80 analogue-digital convertor, which performs the conversion and simultaneously provides a paper plot-out of the data.

The new automatic drafting machine (left) in Leyland Cars' engineering data centre.

Alternative techniques offer economic production of fibre composites

Possible new production techniques concerned with applying plastics and composite materials are being studied by Pera, the Production Engineering Research Association. A recent investigation has shown that resin injection and vacuum impregnation techniques are often suitable for the economic production of good quality components of relatively large size.

The traditional method of manufacture of glass fibre reinforced plastics (GRP) is hand lay-up or contact moulding using glass fibre cloth laid on a suitable mould and impregnated with a pre-catalysed polyester resin by brush or roller application. This is a labour-intensive process which produces components with a good surface finish on one side and a relatively rough face on the other.

Two alternative techniques capable of giving a good surface finish on both sides of the components and reducing the labour costs are resin injection and vacuum impregnation. The investigation indicated that these techniques used either singly or in combination could, in many instances, be used to advantage instead of the traditional method of hand lay-up. Various forms of glass fibre reinforcement were evaluated and it was found that continuous-strand mat was the most effective.

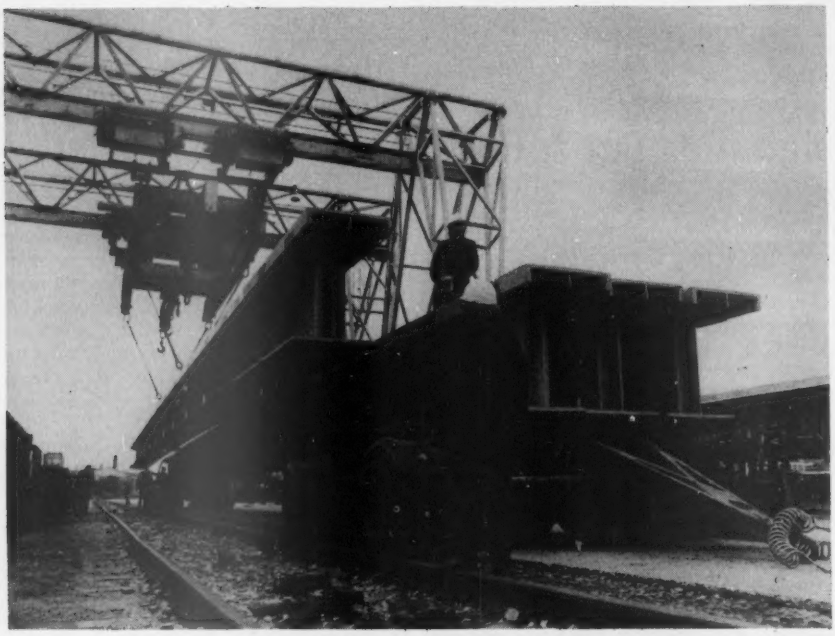
During the investigation Pera moulded hoppers for food containment using a low-viscosity, food-compatible resin. Although the short pot life of this particular resin, when catalysed, caused some difficulties, the moulding trials indicated that the resin injection technique for producing these hoppers was commercially attractive when compared to GRP hand lay-up or fabricating in stainless steel.

A study of the economics of the resin injection process indicated that the cost of moulds are approximately two to three times the cost of hand lay-up moulds but only about a tenth of the cost for 'low-cost', matched metal moulds. The capital cost of a resin injection machine is very low when compared with a machine used to produce components of equal size by injection or compression moulding.

Suitable applications for the resin injection and vacuum impregnation techniques include casings and light load-bearing structures for machine tools, processing equipment and domestic appliances. The techniques could yield maximum benefits when applied to manufacturing relatively large components, with a good surface finish on both sides and where the quantities needed are insufficient to warrant the use of injection moulding or compression moulding equipment.

For further information contact H. Robinson, Marketing Dept., R & D Division, Pera, Melton Mowbray, Leicestershire LE13 0PB, tel. Melton Mowbray 4133, ext. 461.

London Transport's new bridges for old



Stage two of the £600,000 railway bridge contract at Kilburn, London, for London Transport has been completed with the transportation and erection of 16 giant steel 'I' girders, manufactured by Clarke Chapman, of Tipton, Staffs. The new 'I' girders span the old ironwork, and will be jacked down onto their permanent bearings after the old cast-iron bridges have been demolished.

Harwell proposes heat loss survey

Harwell scientists are planning a nationwide survey using infra-red methods to detect areas of heat loss in large industrial concentrations in the UK. If there is sufficient support from industry the survey will take place this winter. The survey is designed to help energy managers to make savings in their fuel bills. Already interest in the scheme has come from firms in the horticultural, petrochemical and brewing industries, as well as from managers of district heating schemes.

Dr David Stanely, who is responsible for developing the use of infra-red techniques at Harwell, a laboratory of the UK Atomic Energy Authority, said, 'This sort of survey would not have been possible a few years ago but now the technique of infra-red scanning and its interpretation is available we want to alert industry to the fact, and to point out to firms the benefits that the use of this technique offers. The possibility of applying it to energy saving schemes has come at a time that is critical as far as fuel costs are concerned.'

Thermal infra-red radiation is a phenomenon experienced by anyone near to a hot object. In fact, all objects emit it in the thermal part of the spectrum between 3 and 14 microns, about 10 times longer in wave-length than visible light, the amount depending on their temperature and the nature of the surface. Since the atmosphere is transparent at these wavelengths, the infra-red emission can be detected from aircraft or satellites and can be displayed as a map with up to 3 cm resolution and showing temperature differences as small as 0.3°C. Actual heat loss to the atmosphere can be accurately estimated by making simultaneous measurements of wind speed.

The survey will be carried out only if there is sufficient support from a wide sector of industry. Quite small trial projects could be evaluated because overheads will be shared between a number of sponsors. Potential sponsors should contact: Dr D. Stanley, Image Analysis and Remote Sensing Group, Building 521, Harwell, Oxfordshire, OX11 0RA, tel. Abingdon (0235) 24141 ext. 5082 or 5227.

CGC supplies autodriver for London underground

The CGC group of companies of Cheltenham has supplied a prototype autodriver to London Transport Underground, who are evaluating it against possible use in trains for the new Jubilee line. The group believes that part of the autodriver system, a new digital ratemeter, has a wide field of application monitoring industrial processes. The ratemeter's logic allows the behaviour of a slow-moving load to be monitored on a digital display updated four or more times per second. These readings are still valid when converted from a pulse train of only a few cycles per second.

In CGC's LT autodriver the ratemeter monitors one of the tube train's wheels to establish the behaviour of the train as a whole, in terms of speed and acceleration or deceleration. This data is fed to a central processor, designed to 'drive' the train at a controlled speed, ± 2 km/h, regardless of speed or gradient. The third part of the system provides an interface with a device receiving signals generated by trackside equipment. These signals are basically to 'proceed' at one of a range of controlled speeds, 'slow' for a length of track subject to restriction, and commands for station or signal stops.

In obeying these commands, the central processor constantly refers to the ratemeter for information on the train's behaviour. Thus, while stopping the train for a signal, data from the ratemeter will be interpreted to apply the brakes in the most efficient way for both mechanical efficiency and passenger comfort.

Fluid lubricants course

A one-day course on fluid lubricants at the National Centre of Tribology will be held on 31 January.

The object of the course is to familiarise engineers and designers with the properties of oils and greases and the effects of additives. Hydrocarbons, greases, synthetics and additives will be covered, as well as lubricant and lubrication failures.

For further details, contact National Centre of Tribology, UKAEA, Risley, Warrington.

X-ray safety device licensed by Harwell

A new lock-on X-ray shutter safety device for users of scientific X-ray equipment has been licensed by Harwell, a laboratory of the UK Atomic Energy Authority, to a Buckinghamshire engineering company, Bird and Tole Ltd. The equipment is expected to come onto the market early in 1978. Known as the Harwell-Sampson X-ray shutter, it has been adapted for use on Philips, Enraf-Nonius and Mueller X-ray tubeshields. The equipment is entirely mechanical, simple in concept, and robust. If correctly used, it locks the crystallographic X-ray camera onto the tubeshield and can only be removed when the shutter is in a safe condition. This shutter meets the proposals put forward by the working group set up by the Health and Safety Executive to consider the new regulations relating to implementation of the Euratom directive and the new spheres of employment now covered by the Health and Safety at work Act. Further information from Mr C. F. Sampson, Building 521, Harwell, Oxfordshire, OX11 0RA, tel. Abingdon 24141.

European community news

Community increases goods by road quota

Meeting in Brussels on 20 and 21 December EEC transport ministers adopted a regulation which increases the number of authorisations granted under the community quota for the international transport of goods by road by an across-the-board 20 per cent. The number has been raised to 2835.

The total number of authorisations has not been altered since 1975 and the new allocation will go some way towards member states to meet the strong demand for more authorisations reflected in the increase.

Ministers recorded their agreement on a model book of simpler record sheets than those used previously and they also agreed to continue community financing of classification and computer-processing of information on record sheets completed by hauliers for checking and statistical analysis.

On the subject of the introduction of community driving licences ministers instructed the committee of permanent representatives to continue examining a presidency proposal giving special priority to the mutual recognition of national licences and establishing a community model for national licences. The council hopes to take a decision at its next meeting.

The Council agreed to a decision which amends the directives for negotiations on the rules for occasional, international carriage of passengers by coach and bus between the EEC and certain third countries.

This decision is intended to enable negotiations between the community and Austria, Spain, Greece, Finland, Norway, Portugal, Sweden, Switzerland, Turkey and Yugoslavia (all members of European conference of ministers of transport) to continue. When the agreement is finalised it will be the first passenger transport agreement with third countries to which the community is a contracting party.

To overcome some problems which arose during those negotiations, the amendment introduces a reciprocal information procedure and entrusts certain administrative tasks to the ECMT secretariat.

The council agreed to set up a committee on transport infrastructures and a consultation procedure. This procedure extends the present system of consultation to cover planning and programmes, so enabling the appraisal of community interests to take place. Projects covered are road, inland waterways and rail.

The committee on transport infrastructure will organise exchange of information on plan and programmes, examine the choice between investment criteria and study requirement forecasts. It will also examine divergences between forward studies and projects, plans and programmes and permit detailed study of any other question concerning the community transport network.

The council referred back to officials a draft regulation providing for EEC assistance towards transport infrastructure projects of community interest.

EEC conference held on customs union

Completing the introduction of community customs law, which in turn would lead to the setting up of a community customs code, should happen as soon as possible. This was one of the findings of the conference held in Brussels, from 6 to 8 December, on the subject 'customs union: today and tomorrow'.

This introduction, the conference concluded, would bring to an end the current ambiguous situation where community and national laws are intermingled. This often results in difficulties for users and constitutes an obstacle to any serious attempt at simplification.

In those areas which are the exclusive preserve of community law efforts should continue to simplify even further the rules and procedures. This, it was decided, would encourage some firms, which are put off by the complexity of rules governing international trade, to contribute to world trade.

Delegates expressed some disappointment over certain still existing formalities of intra-community trade. The continued existence of these requirements some 20 years after the signing of the treaty of Rome was not always justified and demonstrated that intra-community trade could be subject to the same rules as third-country trade. Delegates made suggestions for improving a situation which is scarcely consistent with the notion of a true customs union and the advantages which that should bring to its members.

Conference expressed interest in the preparation of a medium-term programme, with precise deadlines, for action leading to the achievement of a true customs union.

This conference, instigated by Viscount Davignon, commissioner responsible for customs union, had two objectives: to search for solutions barring the way to customs union; and enhancing public awareness of the customs union.

Under the chairmanships of Pierre Werner, former Prime Minister of Luxembourg, and Kai Nyborg, member of the European parliament, the conference brought together members of the European parliament, the economic and social committee, representatives of national customs administrations and the various sectors interested in customs questions such as trade, transport and consumer organisations.

EEC - UK exchange controls liberalised

Following discussions between the UK government and the European commission on EEC provisions for liberalising capital movements, certain alterations in UK exchange control rules came into effect on 1 January.

Changes are made in the conditions governing the availability of official exchange for outward direct investment in other EEC countries under the 'super-criterion' arrangements and there are increases in the limits for personal capital movements in an EEC context involving emigration, cash gifts and dowries.

The requirement that 25 per cent of the

'Super-criterion' for direct investment

For projects in EEC countries, the super-criterion will allow for official exchange up to the equivalent of *£500 000* (still £250,000 elsewhere) or 50 per cent of the total cost to the UK of the investment, whichever is the greater, if the investment directly promotes exports of UK goods and/or services and is judged likely to produce benefits to the balance of payments equal to or exceeding the amount invested *within three years* (18 months still for projects elsewhere) and continuing thereafter.

Personal capital movements

The new limits applicable for destinations in other EEC countries are:

- for emigration, up from £40,000 to £80,000 basic allowance of official exchange per family unit;
- for cash gifts, up from £1,500 to £3,000 per donor per year;
- for dowries, up from £3,600 to £7,500 from a parent in any one year (additional to above).

'25 per cent requirement'

Since 1965 there has been an exchange control requirement that, whenever a UK resident sells or otherwise receives the liquidation proceeds of a foreign currency security, 25 per cent of the proceeds must be disposed of through the official foreign exchange market and only the remaining 75 per cent sold with the benefit of the investment currency premium. This has resulted in a yield to the UK reserves recently running at about £200 million a year. The 25 per cent requirement is abolished with effect from 1 January 1978 in relation to all foreign currency securities.

Loan-financed portfolio investment

Under current rules, professional managers of securities may be allowed to borrow foreign currency (or arrange such borrowing on behalf of UK resident clients) to finance outward portfolio investment instead of having to use investment currency. Such loans are repayable only out of the realisation proceeds of the foreign currency securities so acquired or, in the event of a shortfall, with investment currency. Under the new 'loan portfolio' arrangements, repayment of borrowings made to buy quoted securities of the European Economic Community, the European Investment Bank, the European Coal and Steel Community and Euratom will be allowed to be made over a period of five years with official exchange.

Effects on balance of payments

Apart from the inflow forgone by abolishing the 25 per cent requirement, no figures can be given to show the likely balance of payments effect of these changes, since many unpredictable factors could affect decisions by individuals and companies whether or not to avail themselves of the new rules.

proceeds of selling foreign currency securities must be sold in the official, not the investment currency, market is abolished, and there are new arrangements for loan-financed portfolio investment in quoted securities issued by the European Economic Community, the European Investment Bank, the European Coal and Steel Community and Euratom (see box on page 13).

All other exchange controls continue in force and the commission has authorised, under article 108(3) of the EEC treaty, the maintenance of the remaining restrictions on those capital movements which are covered by the relevant EEC directives.

Articles 120 and 124 of the Treaty of Accession provided the UK with a five-year transition to the EEC regime of capital movements. At present, apart from certain relaxations in connection with people who go to other EEC countries to work, UK exchange controls restrict most capital movements to the EEC.

Where liberalisation had become due under the Treaty of Accession, the present restrictions have been and are authorised by the EEC commission under article 108(3) of the EEC treaty. A further authorisation has now been given in respect of portfolio investments due to be liberalised from 1 January 1978.

New EEC documents

This list of EEC documents was deposited in the House of Commons during the seven days to 14 December 1977 (commissioner reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/2992/77 COM(77)617 FINAL
Relations with the ACP States – Draft ACP-EEC Council of Ministers decision modifying protocol no. 1 of the Lomé Convention by amending lists A and B and introducing new forms EUR 1 and EUR 2.

R/2429/77 COM(77)646 FINAL
Amend. 1. Amendment to the proposal for a council regulation (EEC) laying down technical measures for the conservation of fishery resources.

R/3029/77 COM(77)626 FINAL
Proposal for a council regulation (EEC) amending for the second time regulation (EEC) no. 1848/76 laying down general rules for the import of wines, grape juice and grape must.

R/3068/77 COM(77)621 FINAL
Proposal for a council regulation (EEC) amending regulation (EEC) no. 2744/75 on the import and export system for products processed from cereals and from rice.

S/1859/77 COM(77)573 FINAL
Recommendation for a council decision authorising the commission to open negotiations for the conclusion of an agreement extending the period of application of the Interim Agreement between the European Economic Community and Portugal.

S/1926/77 COM(77)598 FINAL
Relations with the OCT – Recommendation for a council decision amending the decision of 29 June 1976 on the association of the OCT by extending the list of products eligible for the Stabex system.

S/1939/77 COM(77)628 FINAL
Proposal for a council regulation (EEC) extending beyond the date of expiry of the first stage of the association agreement the term of validity of certain provisions of council regulation (EEC) no. 1641/77 as regards the arrangements applicable to trade with the Republic of Cyprus.

R/3001/77 COM(77)629 FINAL
Proposal for a council regulation extending the provision allowing for the application of Class III to certain fruit and vegetables.

R/3042/77 COM(77)644 FINAL
Proposal for a council decision on financial participation by the community in respect of the inspection and surveillance operations in the maritime waters of Denmark and Ireland.

R/3069/77 COM(77)550 FINAL
Proposal for a council directive amending council directive 72/159/EEC of 17 April 1972 on the modernisation of farms; proposal for a council directive amending council directive 75/268/EEC of 28 April 1975 on mountain and hill farming and farming in certain less-favoured areas; proposal for a council directive amending council directive 72/160/EEC of 17 April 1975 concerning measures to encourage the cessation of farming and the re-allocation of utilised agricultural area for the purposes of structural improvement; proposal for a council directive on the programme to accelerate drainage operations in the less-favoured areas of the West of Ireland.

R/3102/77 COM(77)632 FINAL
Proposal for a council regulation (EEC) extending the term of regulation (EEC) no. 3310/75 on agriculture in the Grand Duchy of Luxembourg.

R/3030/77 COM(77)648 FINAL
Proposal for a council regulation (EEC) amending for the fourth time regulation (EEC) no. 1876/74 concerning the addition of alcohol to products in the wine sector.

Consultative documents

R/2887/77 COM(77)635 FINAL
Commission communication to the council on measures applicable in 1978 regarding the management and exploitation of fisheries resources.

R/3063/77
Fresh impetus to Economic and Monetary Union – UNICE resolution.

R/2371/77 COM(77)596 FINAL
Commission communication concerning priority business for a council working programme to 1980.

S/1909/77 SEC(77)4023
Development co-operation – geographical distribution of the member states' bilateral official development assistance.

Paper recycling in the community

By using recycled paper for internal documents, the European commission has saved 20 per cent of its paper bill. The commission suggested in July to ministers of the nine that there should be a three-year research programme to encourage the re-use of paper. Starting in 1978 and costing about £2 million the programme would seek to improve existing recycling techniques and to develop new ones that are more economic and take greater account of ecological factors.

Following pilot investigations by Crest (the Scientific and Technical Research Committee), the commission proposed financial help for four main areas of research, to be undertaken in co-operation with public and private bodies in the member states.

The commission considered that the most important topics were: a detailed study of the physical and chemical properties of recycled fibres in comparison with new fibres, eg how many times can paper be recycled, and for what purposes; what the effects are of multiple recycling on fibres; improved techniques for the removal of additives to waste paper such as grease, plastics, coatings, adhesive tape and metal; removal of ink, including the relationship between different types of ink and de-inking, and the treatment of effluent from waste-paper recycling plants; use of fibres from solid urban waste and consideration of health problems that may be caused by the use of recycled fibres.

An advisory committee, consisting of three representatives from each member state will advise the commission on the handling of the research.

Recycling helps the community's balance of payments. Net imports of paper material represent more than half of the community's paper and board consumption in the last 10 years, resulting in 1975, in a deficit with third countries of nearly £2,000 million. Even with an intensive afforestation programme, which might double current production of wood in 20 years' time, it is impossible to make up this deficit.

In 1975, paper and board consumption in the community was 24.7 million tonnes; paper and board production 18.8 million tonnes, and the quantity of waste paper used was 7.9 million tonnes. This showed a recovery rate of waste paper to consumption of 32 per cent and a rate of use in production of 42 per cent. By encouraging research the commission hopes to raise the rate of use to 58 per cent in the early 1980s.

Both the UK government and industry have played an active role in formulating the research programme now proposed by the commission. Research work at the Research Association for the Paper and Board, Printing and Packaging Industries (Pira) is already being supported by the government and it is hoped that Pira will be asked to undertake one of the major subjects in the EEC programme.

HMSO, the government's supplier of stationery, in purchasing paper and board for use in government offices has for some time specified a minimum content of recycled fibre, which can be as high as 100 per cent, for some products. Where this is not practicable HMSO gives preference to those suppliers who include the most recycled or other indigenous fibre in their products while still meeting performance specifications.

The Department of Industry is making available £23 million of financial assistance to encourage paper and board manufacturers to invest in new plant and technology to use more waste paper or other indigenous fibre. By the middle of November applications involving 31 projects representing £30.3 million of investment had already been approved and a further 18 involving £23.6 million of investment are under consideration.

Anti-dumping investigation into Japanese unalloyed wrought titanium . . .

Information has been received by the European commission indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of unalloyed wrought titanium for non aerospace application of tariff heading 81.04 58.04; Numexe code 81.04 originating in Japan and that this is causing injury to a community industry.

In conjunction with the member states, the commission has accordingly begun examination of the matter at community level in accordance with regulation (EEC) 459/68 of 5 April 1968 on protection against dumping or the granting of bounties or subsidies by

countries which are not members of the European Economic Community, as amended by regulations (EEC) 2011/73 and (EEC) 1411/77.

Interested parties may, within 30 days of 17 December, make known their views in writing by 16 January 1978.

Furthermore, the commission will hear parties directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

Representations should be sent to the Commission of the European communities, External Relations Directorate General, Rue de la Loi 200, 1049 Brussels and copied to the Department of Trade's anti-dumping unit in General Division 1, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

... and kraft liner from the US

The commission has also received information indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of kraft liner of tariff heading 48.01; Numexe code 48.01 originating in the United States, and that this is causing injury to a community industry.

In conjunction with the member states, the commission has accordingly begun examination of the matter at community level in accordance with regulation (EEC) 459/68 of 5 April 1968 on protection against dumping or the granting of bounties or subsidies by countries which are not members of the European Economic Community, as amended by regulations (EEC) 2011/73 and (EEC) 1411/77.

Interested parties are invited to submit their views in writing by 16 January 1978.

Furthermore, the commission will hear parties directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

Representations should be sent to the Commission of the European communities, External Relations Directorate General, Rue de la Loi 200, 1049 Brussels and copied to the Department of Trade's anti-dumping unit in General Division, 1 Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Anti-dumping investigation closed

The Commission of the European Communities have announced the closure of their anti-dumping investigation concerning imports of oil-cake of soya beans from Brazil.

The procedure was initiated in accordance with regulation (EEC) 459/68 on 14 April 1977 and during the course of the investigations, the Brazilian government gave undertakings which have satisfied the commission that the introduction of protective measures is unnecessary at present.

Last UK allocation from 1975-77 regional fund

The latest allocations from the European Regional Development Fund, announced on 21 December by the European commission, bring the total contribution granted since 1975 towards the cost of projects in the UK to £150.37 million. This is the maximum share allowed to the UK under the fund regulation in 1975-77.

The £150.37 million allocated to projects in the UK assisted areas is divided as follows:

£'000

England	Fund contributions
Northern	44 384
North West	15 185
Yorkshire and Humberside	5 440
East Midlands	833
West Midlands	14
South West	1 947
England total	67 803
Northern Ireland	23 108
Scotland	38 387
Wales	21 072
UK total	150 370

The new allocation by the commission includes contributions towards the cost of national aids to 10 industrial and service industry projects in England set out in the table below. This money will not be passed to the individual businesses concerned but will be retained by the government and used to go ahead with a greater total of regional investment than would otherwise have been possible.

Industrial projects: Northern region

Projects: 3 Fund contribution £1 520 928

Location/Company	Activity
South Shields, Tyne and Wear: Plessey Co Ltd	Printed wiring boards
Wallsend, Tyne and Wear: Anzon Ltd	Antimony smelting and refining
Spennymoor and Harelaw, Co Durham: Smart and Brown Lighting Ltd	Fluorescent lighting fittings

Industrial projects: Yorkshire and Humberside region

Projects: 2 Fund contribution £504 984

Location/Company	Activity
Sheffield, Yorkshire: Midland Bank Ltd	Banking
Scarborough, Yorkshire: Royal Hotel Scarborough Ltd	Tourism

Industrial projects: North West region

Projects: 5 Fund contribution £2 134 960

Location/Company	Activity
Clayton, Manchester: Clayton Aniline Co Ltd	Dyestuff intermediates
Prescot, Merseyside: BICC Metals Ltd	Copper and aluminium products
Prescot, Merseyside: BICC Telecommunication Cables Ltd	Telecommunication cables
Skelmersdale, Lancashire: Serlachius Converting Ltd	Coated paper
Ellesmere Port, Merseyside: H. H. Robertson UK Ltd	Building products

Northern England

Infrastructure projects

Middlesbrough, Cleveland – Cleveland County Council (improvement of the Northern route (road) to connect the national trunk network with Middlesbrough and Redcar). This decision replaces that of December 1976 to grant £690 000 for this project £1 117 800

Salt Holme, Stockton-on-Tees, Central Electricity Generating Board (establishment of new 275/132 supply joint by constructing a single switch 275 kV substation in the Hartlepool-Lackenby circuit controlling two 240 MVA 275/132 kV transformers) £258 300

Aid is given under global applications to the following projects:

Location	Project
Alnwick, Amble industrial estate	Provision of roads and drainage (phase 4)
Berwick-upon-Tweed, Highfields industrial estate	Provision of roads and sewers
Blyth Valley, Northumberland	Provision of electricity supply to industry
Carlisle, Longtown industrial site	Levelling and servicing of site. Construction of access road, and installation of services
Castle Morpeth, near Lynemouth and Ashington	Link road from A1068 at Potland to Spine Road A189 to a coalmining area
Castle Morpeth, Coopies Lane industrial estate	Provision of roads, sewers, services
Cramlington – Horton Burn, Newcastle	Drainage works on Horton Burn for industrial sites
Cramlington – Nelson Estate, Newcastle	Provision of roads for industrial estate
Eden, Appleby industrial estate	Access road and services
Gateshead, Pelaw Station industrial estate	Site preparation, levelling, and provision of drainage services
Langbaurgh, Nelson Street, South Bank industrial estate	Road and sewer construction and service main installation
Middlesbrough, North East Ironmasters	Provision of electricity, telephones, water and gas services for industrial site
Sunderland, Salterfen Lane	Levelling roads, drainage services for industrial estate
Sunderland, Castletown	Road works, drainage services (stage 1) for industrial estate
Sunderland, Leechmere West industrial estate	Site levelling, roads, drainage, services (phase 2)
Wansbeck, North Seaton industrial estate	Provision of roads, sewers, and street lighting
Wansbeck, Barrington industrial estate	Provision of roads and sewers
Wear Valley, South Church industrial estate	Provision of access road

Total aid in respect of 18 infrastructure projects (global application) £518 086.5

Total (all infrastructure projects) £1 894 186.5

North West England

Infrastructure projects

Aid is given under a global application to the following projects:

Location	Project
Blackburn, Shadsworth industrial estate	Capping and consolidation of old mine workings
Burnley, Burnley-Brierfield link	Construction of advance bridgeworks for road access to industrial estate
Knowsley	Provision of refuse treatment plant with transfer loading facilities for recycling material
Liverpool, Bourne Street industrial area	Roadworks
Liverpool, Wapping Street industrial area	Construction of retaining wall to release land for industrial development
Liverpool, Harlow Street industrial area	Roadworks
Liverpool, Larch Lea industrial area	Roadworks
Liverpool, King Edward Street industrial area	Landscaping, construction of service roads
Liverpool, Kirkdale Road	Widening and realignment of road for access to industrial area

Location	Project
Manchester, Store Street industrial site	Provision of roads, sewers and services
Salford, Trafford Road light industrial area	Provision of roads, sewers and services
Southport, Crowland Street/Canning Road industrial estate	Improvement of estate roads and footpaths
St Helens, Warrington New Road/Railway Bridge	Reconstruction of railway bridge increasing headroom and carriageway width for access to industrial development
St Helens, Marshalls Cross Road/Peasley Cross Lane	Road junction improvement for access to industrial development

Total aid in respect of 14 infrastructure projects (global application) £470 100

Yorkshire and Humberside

Infrastructure project

Location	Project
West Melton (Rotherham), South Yorkshire Central Electricity Generating Board	The replacement of the existing single circuit West Melton/Ardwarke/ Ravenfield overhead line
Total	£337 500

Scotland

Total aid (all projects) £6 554 865.92

Industry projects

City of Glasgow – John Walker and Sons Ltd (the establishment of a whisky blending, bottling and casing complex at Shieldhall). This decision replaces that of July 1976 to grant £1 105 000 for this project. £3 150 192

Shotts – Strathclyde, Cummins Engine Co Ltd (the expansion of a factory producing diesel engines) £3 328 983.92

Total (all industry projects) £6 479 175.92

Infrastructure projects

Aid is given under global applications to the following projects:

Location	Project
Breasclete, Isle of Lewis	Construction of a pier at Breasclete
Lerwick, Sandwick and Dunrossness industrial estate, Shetland Islands	Provision of roads, drainage, water supply and other services
Lerwick, Gremista industrial estate	Provision of roads, drainage, water supply and other services

Total aid in respect of three infrastructure projects (global application) £75 690

Northern Ireland

Total aid (all projects) £2 298 239.48

Industrial projects

Castlereagh, Belfast – Hughes Tool Co Ltd (the expansion of the company's undertaking for the manufacture of drill bits for oil rigs, coal and other mining). This decision replaces that of 7 April 1977 to grant £605 118.50 to the company. £960 750.50

Aid is given under global applications to the following projects:

Location	Project
East Belfast: Tennants Textile Colours Ltd	Pigments and disperse dyes
Larne, Co Antrim: Ravenhill Property Co	Construction of a new hotel
Limavady, Co Londonderry: Gorteen House Hotel Ltd	Construction of a new hotel
Londonderry, Co Londonderry: Viking Manufacturing Co Ltd	Bicycles
Newcastle, Co Down: Burrendale Hotel Ltd	Construction of a new hotel
Newry, Co Down: Greenpoint Appliances Ltd	Electric kettles, coffee percolators and elements
Omagh, Co Tyrone: MHM International Ltd	Combine handlers
West Belfast: Caldermac Ltd	Stained glass and panels, etched glass panels, beaten copper and fibreglass

Total aid in respect of eight industry projects (global applications) £507 491

Total (all industry projects) £1 468 241.50

Infrastructure projects

Aid is given under global application to the following projects:

Location	Project
Altnagelvin, Co Londonderry	Provision of new industrial sites
Ballymena, Co Antrim	Provision of new industrial sites
Belfast	Modernisation and improvement of quays and land for industrial development
Belfast, Glen Road	Provision of new industrial sites
Larne, Co Antrim	Improvement and extension of facilities to handle vehicle ferry traffic. Improvement of passenger terminal
Lisahally, Co Londonderry	Provision of new industrial sites

Total aid in respect of six infrastructure projects (global applications) £829 997.98

Wales

Total aid (all projects) £2 781 955

Industry projects

Sully, South Glamorgan – BP Chemicals Ltd (new plant to produce nitrile synthetic rubber) £529 167

Aid is given under a global application to the following projects:

Location	Project
Chirk, Clwyd: Ferro (GB) Ltd	Chemical additives
Dolgarrog, Conwy, Gwynedd: Aluminium Corporation Ltd	Manufacture of aluminium discs for the hollow-ware industry
Cwmbran, Gwent: Girling Ltd	Manufacture of motor vehicle components
Llantrisant, Mid Glamorgan: Lamplight Farms Ltd	Oil lamps
Merthyr Tydfil, Mid Glamorgan: Sekisni Ltd	Polyethelene foam products
Morriston, Swansea, West Glamorgan: Thyssen (GB) Ltd	Light-weight structural steel frames
Pontardulais, West Glamorgan: Telco Fabrikker AS	Electric kettle bodies
Pontypool, Gwent: Girling Ltd	Manufacture of motor vehicle components
Rhyl, Clwyd: Standard Telephones and Cables Ltd	Electric components including modular switches
Treforest South Glamorgan: Ford Motor Co Ltd	Ceramic insulators, electrodes and terminals for sparking plugs
Ystalyfera, West Glamorgan: Compair Industrial Ltd	Light and medium tools and airline equipment

Total aid in respect of 11 industry projects (global application) £1 094 507

Total (all industry projects) £1 623 674

Infrastructure projects

Aid is given under global applications to the following projects:

Location	Project
Aberbargoed, Bowen industrial estate, Mid Glamorgan	Construction of access road
Aberdare, Aberaman Lands, Mid Glamorgan	Site clearance of derelict land
Aberystwyth, Glanyrafon industrial site, Dyfed	Draining of land for industrial development
Amlwch, Gwynedd	Improvement of existing estate road. Extension of foul sewers
Bala, Gwynedd	Provision of access road
Blaenau Ffestiniog, Glan-y-Don, Gwynedd	Site clearance of derelict land for industrial site
Blaenau Gwent, Cwmtillery Valley industrial site	Provision of roads, sewers and services
Blaenau Gwent, High Street site Blaina	Provision of roads and sewers for industrial site
Blaenau Gwent, Sirhowy industrial site	Provision of roads, sewers and services
Blaenau Gwent, Hall Street industrial site, Ebbw Vale	Provision of roads, sewers and services
Blaenau Gwent, Waun-y-Pound industrial site, Ebbw Vale	Provision of roads, sewers and services
Blaenau Gwent, Blaennant site, Brynmawr	Provision of industrial site installation of roads and sewers
Blaenau Gwent, Victoria Park, Ebbw Vale	Provision of industrial site installation of roads, sewers and services
Blaenau Gwent, Cwm Ddraw, Ebbw Vale	Provision of industrial site installation of roads, sewers and services
Blaenau Gwent, Tafarnaubach industrial estate	Servicing of industrial site installation of sewers and services
Blaenau Gwent, Noble Square, Brynmawr	Provision of industrial site road improvements
Blaenrhondda, Rhondda, Mid Glamorgan	Improvement of access road to Tydraw industrial estate
Caerphilly/Bedwas, Mid Glamorgan	Trunk water mains with connections to industrial estates in Caerphilly and Bedwas
Cardiff, South Glamorgan	Improvement of substandard Ferry Road
Cardiff, Forest Farm estate, South Glamorgan	Provision of roads and sewers
Cardiff, Pentwyn industrial site, South Glamorgan	Roads and sewers
Cardiff, Ipswich Road industrial site, South Glamorgan	Roads and sewers
Caernarfon, Gwynedd	Extension to the existing service road at Cibyn industrial estate together with provision of associated foul sewerage works
Conwy, Gwynedd	Demolition of the superstructure of the existing substandard three-span bridge at Talycefn, and replacement with a Callenden Hamilton type bridge
Delyn, Manor Farm site, Bagillt, Clwyd	Construction of road, footpath, drains, sewers and associated works
Ebbw Vale, Gwent	Improvement of access road
Glyndwr, Corwent Station Yard site, Clwyd	Provision of industrial site – installation of roads and sewers
Glyndwr, Denbigh industrial estate, Clwyd	Extension of roads and sewers
Gowerton, Lliw Valley, West Glamorgan	Clearance of derelict land for industrial development
Gurnos, Ystradgynlais, West Glamorgan	Provision of access road to industrial site and coal recovery site
Islwyn, Penyfan industrial estate, Gwent	Preparation of land for industrial use. Installation of roads, sewers and services
Islwyn, Nine Mile Point industrial estate, Gwent	Preparation of land for industrial use. Installation of roads, sewers and services
Llanelli, Dyfed	Replacement of existing railway bridge
Llanelli, Dyfed	Bury Port flood prevention scheme Pont Season/Nant Dyfatty. Replacing existing flood control embankment
Maesteg, Ewenny Road, Mid Glamorgan	Construction of access road and bridge
Meirionnydd, Coris-Braichgoch Quarry, Gwynedd	Site clearance of derelict land to allow realignment of A470 major road and create site for industrial development
Merthyr Tydfil, Glyndrys and Cwmblancs, Mid Glamorgan	Site clearance of derelict land for industrial development
Merthyl Tydfil, Dowlais industrial site, Mid Glamorgan	Provision of road and sewers
Merthyr Tydfil, Troedyrhiw and Dix's Field, Mid Glamorgan	Site clearance of land on valley floor for industrial development
Merthyr Tydfil, Pentre Bach Dix's Field, Mid Glamorgan	Provision of roads, sewers and services to industrial site
Mold, Bromfield Lane, Clwyd	Site clearance of derelict land for light industrial development
Newport, Stephenson Street industrial site, Gwent	Construction of road and two footpaths, water main, surface water sewer and foul sewer

Location	Project
Newton, Mochdre industrial site, Powys	Construction of roads and sewers to open up an additional 7.7 acre site
Newtown-Vastre, Clwyd	Construction of an access road to industrial estate
New Tredegar Mid Glamorgan	Provision of road on to Elliotts Colliery industrial estate
Ogmore Valley, Penllwyngwent, Mid Glamorgan	Site clearance of derelict land for industrial development
Pontycymmer, Ffaldau, Mid Glamorgan	Site clearance of derelict land needed for the extension of an existing factory
Pontypool, Pontnewynydd, Gwent	Site clearance of derelict land needed for extension of existing industrial area
Rhondda, Wattstown Colliery, Mid Glamorgan	Site clearance of derelict land for industrial development
Rhymney, Pontlottyn, Mid Glamorgan	Site clearance of derelict land for industrial development and for link road from Valley to heads of valley road
Swansea, West Glamorgan	Provision of acceleration lane on A483 trunk road and the improvement of its junction with the slip road leading to Swansea's dock and port premises
Swansea, Morfa industrial site, West Glamorgan	Provision of land for industrial development. Installation of roads and sewers
Swansea, Nantyffin-Wynch Wen, West Glamorgan	Provision of land for industrial development. Installation of roads and sewers
Swansea, Rose Works site, West Glamorgan	Provision of land for industrial development. Installation of roads and sewers
Torfaen, Pontewyndd industrial estate, Gwent	Installation of roads and services
Tredegar, Crown Avenue, Gwent	Provision of industrial site. Installation of roads and sewers
Wrexham, Sandycroft, Clwyd	Construction of access road to Sandycroft industrial estate
Wrexham, Wrexham industrial estate, Clwyd	Completion of estate roads

Total aid in respect of 58 infrastructure projects (global application) £1 158 281

Temporary suspension of the CCT: UK requests...

The Department of Trade gives notice that the UK has put forward to the EEC Commission applications for new suspensions of the CCT (common customs tariff) in respect of the goods listed below. With two exceptions the requests, which relate to the period 1 July 1978 to 30 June 1979, are for total suspension in each case. The exceptions are pear juice on which a temporary reduction to 10 per cent is requested, and copolymers of vinylidene chloride with vinyl chloride on which the rate requested is 4 per cent.

CCT heading	Description
ex 20.07 AIIa)	Pear juice of a specific gravity exceeding 1.33 at 15 °C, of a value exceeding 22 UA/100 kg net weight for use in the manufacture of perry
ex 29.22 BII	*N,N,N',N'*-Tetrabutylhexamethylenediamine
ex 29.23 DV	*bets*-Alanine
ex 29.44 C	Cefaclor (INN) and its hydrates, salts and esters
ex 37.02 B	Colour negative film of a width not less than 75 mm and not more than 105 mm and of a length of 100 m or more, suitable for use in the manufacture of 'instant picture' film packs
ex 38.19 U	2-(2-*p*-Chlorophenylbenzoxazol-5-yl)propiononitrile, impure
ex 39.02 CVII	Copolymers of vinylidene chloride with vinyl chloride, containing not less than 80 per cent by weight of vinylidene chloride in one of the forms mentioned in notes 3(a) and (b) to chapter 39, for the manufacture of fibres, monofil and strip

If any UK companies are already producing any of the goods listed, or like or competing products, or expect shortly to be in production, so that their interests would be adversely affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ. This information, in writing, should be with the department not later than 23 January 1978.

Inquiries: 01-215 3576.

...and other member states' requests

The EEC commission has notified the department of the following requests for new suspensions of the CCT for the period 1 July 1978 to 30 June 1979. With three exceptions, total suspension is sought in each instance. The exceptions, with the rates requested shown in parentheses, are adhesive tape ex 39.02 CXIVa) (12 per cent), paper, impregnated or coated ex 48.07 B (6.5 per cent) and polytetrafluoroethylene yarns ex 59.17 D (7 per cent).

The department will wish to take account of UK interests in making its views known to the EEC before decisions are taken whether to grant these proposed suspensions. UK producers of the goods in question or of like or competing products are entitled to object where they consider that they are able to supply the whole of the greater part of the needs of the community and that their interests would be adversely affected by suspension or reduction of the CCT. Producers wishing to object to the granting of these suspensions should provide as much as possible of the following information:

1 estimated community (nine countries including the UK) demand in 1978 and 1979;
2 estimated UK demand in 1978 and 1979;
3 UK production expected to be available in 1978 and 1979 for:
  3.1 the UK market in 1978 and 1979;
  3.2 the rest of the community in 1978 and 1979;
  3.3 exports to other countries in the same years.

This information should be sent in writing to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, to arrive not later than 23 January 1978.

Inquiries: 01-215 3576.

CCT heading	Description
ex 03.01 BIh)	Cod (*Gadus morrhua* or *Gadus callarias*), fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry
ex 03.01 BIj)	Coalfish (*Pollachius virens* or *Gadus virens*), fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry
ex 03.01 BIk)	Haddock, fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry
ex 03.01 BIm)2	Mackerel, fresh, chilled or frozen, whole, size 1, intended for the processing industry
ex 03.01 BIq)	*Sardinops sagax* or *ocellata* (pilchards), fresh, chilled or frozen, whole, of a length of 20 cm or more, intended for the processing industry
ex 03.01 BIq)	Hake, fresh, chilled or frozen, whole, headless or in pieces, intended for the processing industry
ex 03.01 BIIa) BIIb)7	Fillets of hake, fresh, chilled or frozen
ex 03.02 AIc)	Anchovies (*Engraulis sp.p*), salted or in brine, whole, headless or in pieces, intended for the processing industry
ex 13.03 AV	Extract of dewaxed pyrethrum (extract of pale pyrethrum), containing 25 per cent of 'Pyrethrins'
ex 16.05 B	Shrimps and prawns other than those of the 'Crangon' variety, boiled in water and shelled, whether or not frozen or dried, intended for the industrial manufacture of products falling within heading 16.05
ex 29.02 AIIa)	Bromochloromethane
ex 29.05 AIII	Inositols
ex 29.06 BV	4-4'-(2,3-Dimethyltetramethylene) dipyrocatechol
ex 29.08 AIIIc)	Bis(phenoxy,phenoxy)benzene
ex 29.16 BIII	4-Hydroxybenzoic acid-2-ethylhexyl-ester
ex 29.19 C	2,2-Chloromethyl propanediol-1,3bis (di-2-chloroethyl phosphate)
ex 29.22 DIII	*m*-Toluidine
ex 29.22 DVII	*N*-Ethyl-m-toluidine; *N,N*-Diethyl-m-toluidine
ex 29.23 E	1-(4-Acetoxy-2,3,5-trimethyl-phenoxy)-3-isopropylaminopropane-2-ol
ex 29.30	Methylene-bis-C4 cyclohexyl-isocyanate
ex 29.35 Q	2-Amino-6-methoxybenzothiazole
ex 30.01 A	Human glands or other human organs, dried
ex 30.01 B	Gamma globulin, raw paste
ex 30..01 B 3003 AIIb) BIIb)	Human albumin
ex 30.03 AIIb) 35.07	Urokinase (INN)
ex 38.19 U	Fluoro-2-methyl-3-(4-methylthio-benzyl). Indene dissolved in toluene
ex 38.19 U	Tetramethylammonium hydroxide dissolved in methanol
ex 38.19 U	*beta*-Chloroethyl-polyphosphate
ex 39.02 CIb)	Polyethylene sheets with a molecular weight of at least 4 million
ex 39.02 CVIII	Vinyl chloride vinylidene chloride copolymer, containing not less than 80 per cent of vinylidene chloride by weight, in one of the forms mentioned in note 3(a) and (b) to chapter 39, for the manufacture of fibres, thread, monofil and strip
ex 39.02 CXI	Polyvinyl butyral foil with tinted strip imprinted on both sides
ex 39.02 CXIVa)	Ethylene propylene copolymer, fluorinated, intended for the manufacture of core and shielding insulating materials in cables for electronic installations
ex 39.02 CXIVb)	Adhesive tape consisting of an adhesive film and of a silicone-coated strip that serves as protection and backing, imported in rolls of about 2000 m
ex 48.07 B	Papers, impregnated or coated, for use in the manufacture of self-adhesive paper tapes
ex 49.11 B	Sheets (not being trade advertising material), folded, merely with illustrations or pictures not bearing a text or caption, for editions of books or periodicals which are published in different countries in one or more languages
ex 51.01 A	Non-twined, non-textured polyamide yarn, not twisted or twisted up to 50 turns/m, of 7 tex or less consisting of two filaments each of which contains a maximum of 2.5 per cent by weight of conducting carbon, intended for the manufacture of carpets
ex 59.12	Cotton fabric, not less than 0.40 mm or more than 0.50 mm thick, coated with hollow glass micro-beads embedded in a pressure-sensitive adhesive, whose diameters range from 45 to 75 micrometres
ex 59.17 D	Polytetrafluoroethylene yarns or cords, impregnated, whether or not lubricated or graphited
ex 90.19 AIII	Artificial vascular tissues obtained from synthetic textile fibres

Banking: towards integration

Last month an EEC directive which seeks to regulate bodies carrying on banking business was adopted. It takes one step towards fulfilling, for the banking sector, one of the major aims of the treaty of Rome in that a citizen or company from any member state should be able to set up business in another member state. There will be some impact on business in the UK. This article from the Treasury outlines the objectives of the directive and how it may be implemented in the UK.

On 12 December 1977, the EEC council of ministers adopted a directive on 'the co-ordination of laws, regulations and administrative provisions relating to the taking up and pursuit of the business of credit institutions'. A 'credit institution', for the purposes of the directive, is one which both takes deposits from the public and grants credit. In short, this is essentially a directive on the regulation of bodies carrying on a banking business.

The directive was first formally proposed by the European commission in 1974, and is a step towards fulfilling, for the banking sector, one of the major aims of the Treaty of Rome; that a citizen or a company from any member state should be able to set up business in any other member state, free from restrictions on nationality, and helped, where possible, by uniformity of legal and administrative requirements. Member states were already bound by the Treaty of Rome not to discriminate between their own and other community residents in the application of national rules governing the setting up and operating of a banking business.

Nonetheless there remained wide disparities between national rules within the community, and the recent directive represents a start on bringing them more nearly into line. The ultimate objective of such co-ordination is that any bank with a head office in one member state should be able to set up branches freely throughout the whole community and that the supervision of its operations should not be fragmented between different member states but rest with the competent authorities in the country of origin. This cannot be achieved overnight and the community recognises that it will be a gradual process.

From a community standpoint therefore the importance of the present directive lies not so much in its immediate impact as in its implications for sustaining and shaping progress towards integration in the time ahead.

Authorising institutions

The first and most basic provision of the directive is that it requires each member state to have a system of authorising credit institutions before they set up in business. (In most member states such a system already exists; in the UK it will require legislation). Authorisation will be granted only if the applicant fulfils certain conditions. Thus it must have separate and adequate minimum 'own funds' (basically, capital). The concept of separate own funds is designed to prevent the setting up of one-man banks, where the capital of the institution is not clearly differentiated from that of the individual who runs it.

In addition, to be authorised an institution must have a management of integrity and with adequate experience; and it must have at least two effective managers (or, in the case of a partnership, at least two active partners).

The directive sets out the broad circumstances in which authorisation may be withdrawn but does not seek to co-ordinate the principles and techniques of continuing supervision, except insofar as it charges member states to co-operate in constructing balance sheet ratios for comparative purposes. This work will be carried out in an advisory committee which will be set up under the directive and consist of representatives from the national authorities and the commission. The committee will in general oversee the implementation of the directive and assist the commission in the preparation of further proposals for harmonisation of the banking sector in the community. Naturally there are already contacts between the banking supervisory authorities in the various community countries, and these will continue in addition to the work done in the advisory committee.

Practical consequences

What will be the practical consequences of this directive? A credit institution from one community country which wishes to operate in another should find it easier to do so. The fact that it is authorised in its home country will not, it is true, entitle it automatically to authorisation to operate elsewhere; but in practice it is likely to be enough for most reputable institutions, and a host country will not be able to refuse authorisation simply because an institution's legal form is different to that normally encountered in that country. There is also a provision in the directive forbidding any member state to treat 'third country' institutions, banks from outside the EEC, more favourably than those incorporated in a member state.

UK provisions

In the UK there will be more change than in EEC states generally, because it has not hitherto been necessary for an institution to be authorised in order to start taking deposits. The Bank of England's supervision of the primary banking sector has been on an informal basis, relying on co-operation and close contacts.

This has had certain advantages, notably flexibility. But in the 'fringe-banks' crisis of 1974 most institutions which found themselves in difficulties fell outside the banks' supervision. So even without EEC moves towards harmonisation, there would have been a need for extension of the system.

Proposals in the white paper 'The Licensing and Supervision of Deposit-Taking Institutions' (Cmnd. 6584) set out the government's plans to introduce a scheme of prior authorisation for banks and other deposit-taking institutions. Since August 1976, when the white paper was published, work has continued on these proposals and many interested bodies have been consulted. Legislation will be introduced when parliamentary time is available and draft clauses will be published later in the session. The directive allows a two-year period for implementation of its provisions.

Briefly, the proposals of the white paper are these. All deposit-taking institutions will require prior authorisation. There will be two types of authorisation; *a licence to take deposits*, and *recognition as a bank*. Membership of the latter category will essentially be restricted to institutions which both provide a wide range of banking services and are of the highest repute and status, and in general only recognised banks will actually be able to call or describe themselves as banks or as carrying on a banking business. Advertisements will be subject to controls.

There will also be provision for a deposit protection scheme, to minimise the loss incurred by small depositors in the event of failure of a supervised institution. But this is very much a last resort, because the proposed system will be designed to ensure that only reputable institutions are authorised to take deposits, and that they continue to conduct their business prudently.

'T & I' index inquiries

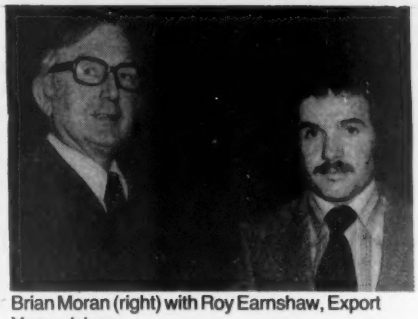
Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842. (Alternative no 01-215 5051.)

Overseas trade news

Britain's Export Year expert chosen

Brian Moran of Rexel Ltd, Aylesbury, is the country's Export Year expert, winning the national final of the Export Year expert competition in London on 20 December. The competition was organised by the Institute of Export.

Mr Moran, who is 28, works in the export department of Rexel, which exports stapling machines, staples and office accessories to over 100 countries. He received a cheque for £500, and will be presented with a trophy by the Duke of Kent, vice-chairman British Overseas Trade Board, at the Export Year conference in Birmingham on 24 January.



Brian Moran (right) with Roy Earnshaw, Export Year advisor.

UK's Export Year gives the lead

Robert Muldoon, Prime Minister of New Zealand, has announced that 1978 will be Export Year in New Zealand, copying the UK's Export Year.

The announcement follows reports to New Zealand from the High Commission in London, where staff have been observing the impact of Export Year in the UK. The director of the Export Institute of New Zealand, Ross Southcombe, has had talks in London recently with officials to see how New Zealand could learn from the UK's Export Year.

THE publish guide to automobile legislation

Technical Help to Exporters (THE), the export advisory service of the British Standards Institution, has published a booklet which provides an introduction to the subject of overseas technical legislation, standards and approval schemes in the automotive industry. *Motor vehicle legislation and approval for overseas markets* is aimed at the non-specialist who needs a basic awareness of the legislation framework in overseas markets. The booklet gives an insight into the changing and highly specialised field of vehicle legislation, and outlines a wide range of topics such as road vehicle design, origins of technical requirements, interpretation by the courts, basic forms of approval, penalties for non-compliance, and harmonisation.

Another THE publication, *Motor vehicles and equipment*, was published in January 1977 for those requiring more detailed information. *Motor vehicle legislation and approval for overseas markets* costs £3 to THE members, £4 to non-members and copies are available from the THE Sales Office, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. 0442 3111.

New coal shipping terminal for port of Ayr

Ayr is to have a new high-capacity coal shipping terminal to be constructed by the British Transport Docks Board. Part of the cost of the associated rail facility will be met by a grant from the Scottish Development Department under section 8 of the Railways Act 1974.

The new terminal, which will be situated on the north-west side of Ayr's dock basin, will employ a conveyor system to load coal brought to the port by rail and road. It will be in operation by mid-1978.

The new terminal has been specially designed to receive coal from the modern 45-tonne bottom-door hopper wagons which British Rail are introducing, and also from road transport. The Docks Board scheme includes the construction of two new rail sidings on the west side of the hopper pit, with potential for the addition of a third if required at a later date. Initially the terminal will have standage for up to 48 large capacity wagons.

Offshore industry mission to South-east Asia

The Offshore Centre is organising a business mission to examine the potential for the industry in Indonesia and Malaysia from 11 to 25 February 1978.

The mission begins in Indonesia with meetings with Pertamina, the state owned oil company, and with locally based oil and service companies. It will then visit Kuala Lumpur, Malaysia, for discussions with the Federal Industrial Development Authority and Petronas, the national oil company. Meetings will also be arranged with oil companies already operating in Malaysia. The group will then visit Singapore to meet with the Singapore Economic Board and also to attend the Offshore South East Asia Conference and Exhibition from 21 to 24 February 1978.

For further details please contact The Offshore Centre, 211 Regent Street, London W1.

Seminar on overseas trade

Two BOTB/Henley seminars will be held from 8 to 11 February and 19 to 22 July, 1978, on developing overseas trade. For further information contact James Lindsay, The Administrative Staff College, Greenlands, Henley-on-Thames, Oxfordshire RG9 3AU.

Duke of Kent visits makers of powered roof supports

The assembly of powered roof supports for home and overseas markets is shown to the Duke of Kent during a visit to the Wigan-based mining machinery company, Gullick Dobson. He toured the factory in his role as vice-chairman of the British Overseas Trade Board, organisers of the National Export Year campaign aimed at increasing awareness of the importance of exports to Britain's economy. Gullick Dobson International are participating in Export Year and were able to show their Royal visitor hydraulic roof supports being produced under modern manufacturing conditions. With the Duke of Kent is deputy chairman of the Dobson Park Industries Group, Jim Francis

New guide for boilers and pressure-vessels makers

Technical Help to Exporters (THE), the export advisory service of the British Standards Institition have published *Boilers and pressure vessels – definitions and exemptions*. It is intended primarily for manufacturers of small or special-purpose boilers and pressure vessels, but also contains useful information for manufacturers of other types of vessel.

Most countries have requirements for boilers and pressure vessels which stipulate that the products must be inspected and approved before they can be operated in the country. They also usually define boilers and pressure vessels and list exemptions from approval. Generally vessels require approval if they operate above a certain pressure or volume, or if pressure multiplied by volume exceeds a specified value. Otherwise they are exempt from the need to have approval.

THE's publication classifies the various types of boiler and pressure vessel and gives the official definition of each type as covered in the particular country's law. It also identifies limits of pressure, capacity etc which may exempt the vessel from approval in the country. A list of all the boiler and pressure vessel regulations applicable in each country is included.

The countries covered are those of the common market apart from the UK – Belgium, Denmark, Germany (FR), France, Ireland, Italy, Luxembourg and the Netherlands.

Copies of this publication are available from the THE Sales Office, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ. Tel. 0442 3111. Prices are £18 for THE members and £23 for non-members.

Britain lends Mauritius £5m for development projects

Britain has made available a £5 million loan to the government of Mauritius. The bulk of this loan will be used to help a major irrigation scheme. The remainder will be used for financing various projects, to be mutually agreed, including a number of small projects on the Island of Rodrigues. The loan will be of 25 years' maturity with a grace period of four years and will attract 3 per cent interest. Up to 40 per cent of the loan can be used to meet the local costs of projects.

Hints to business men booklets

Revised edition of the booklets on the Socialist Republic of Romania, Czechoslovakia and Gibraltar, have been published in the *Hints to business men* series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7145/6, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Double taxation talks held in Finland . . .

Discussions at official level were held in Helsinki during the week beginning 5 December 1977 about a protocol to amend the double taxation convention between the United Kingdom and Finland. Agreement was reached on the text of a proposed protocol which will be submitted to the respective governments for approval.

. . . and double taxation convention signed in Switzerland

A new comprehensive double taxation convention between the United Kingdom and Switzerland was signed in London on 8 December. This convention is to replace the convention signed in 1954 (as amended by the protocols signed in 1966 and 1974) and is subject to approval by the House of Commons. The text of the signed convention will be published in due course as a schedule to a draft order in council.

Portuguese trade mission to visit Britain

Portuguese shoe manufacturers will arrive as a trade mission to Britain on 29 January 1978. After three days in London renewing contacts with British importers and buyers, they will visit Leicester for meetings and to exhibit their 1978 autumn/winter collections.

Course on managing exports to eastern Europe

Birmingham University's Institute for Engineering Production, in conjunction with the university's centre for Russian and east European studies, is putting on a one-week executive course on the management of exports to eastern Europe and the USSR from 6 to 10 February 1978. The course will deal with key practical problems. It will cover the requirements for negotiating and drafting contracts with east European purchasers. Another feature is that technical engineering aspects of selling in CMEA countries are dealt with, including standards, specifications and inspection procedures. There will also be sessions devoted to consumer goods and shipping arrangements.

The speakers on the course come from industry, commerce, banking, government and the universities. Among the academic speakers, Dr Philip Hanson is the author of the Economist Intelligence Unit's quarterly economic review of the USSR and of the recent EIU special report, 'USSR: foreign trade implications of the 1976-90 plan', and Dr Malcolm Hill is the author of 'The export marketing of capital goods to the socialist economies of eastern Europe' which is to be published by the British Overseas Trade Board.

Further details can be obtained from Professor Norman Dudley, Director, The Lucas Institute for Engineering Production, Edgbaston Park Road, Birmingham B15 2RA.

Business seminar on Nigeria, Saudi Arabia and Iraq

The London Chamber of Commerce and Industry in conjunction with the Centre for International Briefing is holding a residential business seminar from 8 February to 10 February, illustrated by studies of Nigeria, Saudi Arabia and Iraq and focused on the construction, education and medical sectors. This seminar is targeted at senior executives in the fields of corporate planning, finance and marketing. The numbers will be limited to approximately 25 people. For further details contact J. R. Muir, Africa Section, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB.

Workshop on Portugal to be held

The London Chamber of Commerce and Industry is giving a half-day workshop seminar on Portugal on 27 January 1978. Three case studies will be examined and the opportunities offered by the new foreign investment code will be dealt with in depth.

For further information contact Anita Russell, West European section, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB.

Missions to Mexico, Philippines and Singapore

The Merseyside Chamber of Commerce and Industry have a few places left on a trade mission to Mexico from 30 March to 15 April 1978. Applications should be made as soon as possible to Miss S. Halsall, at 051-227 1234, for the official forms. In May, a mission will leave for the Philippines and Singapore. Details from Miss Halsall.

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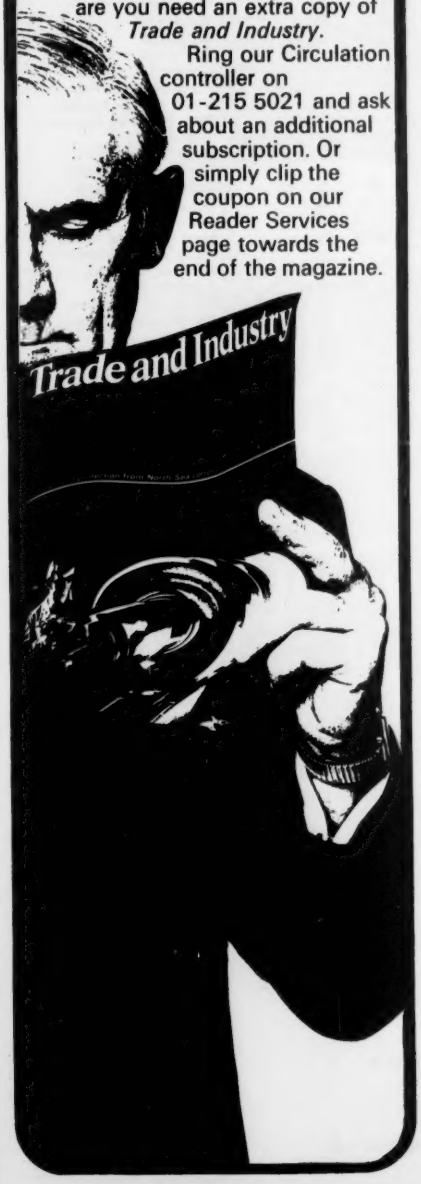

Places on offer for Middle East orientation courses

The Birmingham Chamber of Industry and Commerce is organising further Middle East orientation courses from 20 to 24 February 1978. The aim of these courses is to help participants gain a clearer understanding of the Arab world. The syllabus includes historical geography of the near and Middle East, religious and social environmental, and introduction to Islam, salutations and courtesies, the Islamic calendar, colloquial Arabic and numerals in Arabic script. For further information contact Graham Ashmore, Senior Assistant Secretary, Birmingham Chamber of Industry and Commerce, 75 Harborne Road, Birmingham B15 3DH, by 4 February for the February course.

Places offered on export office courses

Dates and locations of Export Office procedure courses in Scotland, organised by the Training Services Agency for the first half of 1978 are 10 January at the Glasgow Chamber of Commerce [1]; 17 January, Dundee Chamber of Commerce; 7 February, Glasgow Chamber of Commerce [1]; 28 February, Edinburgh; 7 March, Glasgow Chamber of Commerce [1]; 14 March, Dundee Chamber of Commerce [1]; 28 March, Aberdeen; 28 March, Ayr Chamber of Commerce [1]; 4 April, Glasgow Chamber of Commerce [1]; 4 April, Dundee; 18 April, Inverness; 2 May, Glasgow Chamber of Commerce [1]; 16 May, Dundee Chamber of Commerce [1]; 16 May, Ayr; 30 May, Edinburgh; 6 June, Glasgow Chamber of Commerce [1]; 13 June, Glasgow.

Inquiries should be directed to Training Services Agency (OS1-B), 9 St Andrew Square, Edinburgh EH2 2QX, tel. 031-225 8500, ext. 249.

The courses are designed to enable students to gain experience on office procedure and documentation associated with exporting and to show them how to pass on this acquired knowledge in the most effective way.

Sessions deal with essential aspects of exporting procedure; export sales office functions; EEC, making a contract; export shipping office functions; containerisation; documentation; aids to exporters; bills of lading; documentary letters of credit; bills of exchange and air freight.

[1] These courses may attract a handling charge which is imposed by the chambers of commerce.

Tanzanian grain storage project supported

Britain is to make an allocation of £4,683,000 from capital aid funds for Tanzania to construct 50 000 tonnes of storage capacity towards the establishment of a strategic grain reserve. A further £40,000 a year will be allocated from technical co-operation funds to provide staff and training for the management of the reserve.

The £4,683,000 will be drawn partly from the £10 million grant made available to Tanzania in 1975 for development projects in Tanzania and partly from the new £25 million project grant, signed last month in Dar es Salaam by Judith Hart, Minister for Overseas Development.

Assisting with improving food security, particularly grain storage, has the highest priority in Britain's current aid programme to Tanzania. Following the harvest failure of 1973/74, Tanzania decided that, in accordance with their general policies of self-reliance, they needed a strategic grain reserve to cushion the effects of a similar occurrence in future. Object is to build up such a reserve (in addition to normal seasonal storage requirements) of 100 000 tonnes.

Under the project the British aid will provide half the necessary storage capacity in the form of godowns (warehouses) at Dodoma (30 000) tonnes and at Shinyanga (10 000 tonnes), to be completed by mid-1979, with a further 10 000 tonnes capacity at Shinyanga to be constructed in 1980-81. The remaining storage will be provided by Denmark (20 000 tonnes) and from existing storage space (30 000 tonnes). Grain for the store has been pledged by Britain (10 000 tonnes), Canada, Australia and the World Food Programme.

The project will be supervised in the construction stage by British consultants.

Britain to aid Bangladesh inland fisheries

British aid funds totalling £435,000 are to be given to Bangladesh to assist the development of its inland fisheries. The funds will go to support a two year project at Neemgacchi in the Pabna District of northern Bangladesh, to expand production of carp. Apart from establishing hatcheries, nurseries and fish rearing tanks and providing facilities for marketing and preservation, such as an ice plant and cold store, the aid will be used to up-grade local roads and power supplies and for new tubewells and accommodation for fisheries staff.

A British fisheries development officer will shortly join the Neemgacchi project to give training in hatchery and culture techniques, provide management and advice and supervise the processing and marketing aspects of the fisheries' programme.

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to the Advertisement Department at 13 Great James Street, London WC1, telephone 01-242 9478.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1649: Arrangements for importing restricted textiles in 1978

Following the meeting of the Council of Ministers in Brussels last week, agreements negotiated by the EEC with various supplying countries on trade in textiles will be operated *de facto* from 1 January 1978. Restrictions will be imposed by the EEC on Taiwan. Definitive details of quota coverage and levels are not yet available, and further announcements will be made as necessary as the situation becomes clearer.

The goods covered by the quotas are set out by category in the annex to this notice, and, on the basis of information currently available, the categories subject to restriction when originating in the countries listed are as follows:

Country	Quota categories as detailed in annex
Argentina	1
Brazil	1, 2, 4A, 4B, 6, 9, 13, 20, 24, 25, 30B, 31, 39
Colombia	1, 2 and 3
Egypt	1, 2
Hong Kong	1, 2, 3, 4A, 4B, 5, 6, 7, 8, 9, 10 and 11, 12, 13, 14A, 14B, 15A, 15B, 16, 17, 18, 19 and 89, 20, 21, 22, 24, and 25, 26, 27, 28, 29, 30A, 30B, 31, 39, 61, 71, 72, 73, 74, 76, 80, 83, 87
Hungary	2, 3, 4A, 4B, 5, 6, 7, 8, 9, 12, 13, 15B, 16, 17, 19 and 89, 20, 24, 25, 30A, 36, 39, 50, 67, 69, 73, 74, 76, 78, 83, 91, 100, 110, 111, 117
India	1, 2, 4A, 4B, 7, 8, 9, 15B, 19, 20, 26, 27, 29, 30B, 39
Republic of Korea	1, 2, 3, 4A, 4B, 5, 6, 7, 8, 9, 10, 11, 12, 14A (including other garments of textile fabric of heading no. 59.08, 59.11 or 59.12), 14B, 15A (including other garments of textile fabric of heading no. 59.08, 59.11 or 59.12), 15B, 16, 17, 18, 19, 21 (including anoraks, windcheaters and the like, of knitted or crocheted fabric, covered or coated on one side with artificial plastic material), 22, 24, 25, 27, 28, 29, 30A, 30B, 31, 32, 33, 35, 37, 50, 67, 70, 71, 73, 78 (excluding garments of textile fabric of heading no. 59.08, 59.11 or 59.12 – Category 14A), 83 (except anoraks, windcheaters and the like as specified in Category 21), 86, 91, 97, 111
Macao	4A, 4B, 5, 6, 7, 8, 13, 15A, 15B, 16, 17, 18, 19, 20, 21, 22, 24, 25, 26, 27, 30A, 30B, 39
Malaysia	2, 3, 4A, 4B, 5, 6, 7, 8, 19, 22, 25
Mexico	1, 2,
Pakistan	1, 2, 4A, 4B, 5, 7, 8, 9, 24
Peru	1, 2, 5
Philippines	4A, 4B, 5, 7, 11, 15B, 25, 26, 31
Poland	2, 3, 4A, 4B, 5, 6, 8, 9, 12, 13, 14B, 15A, 15B, 16, 20, 23, 24, 25, 26, 32, 36, 37, 38A, 38B, 61, 73, 105, 110, 115, 117, 119, 121
Romania	1, 2, 3, 4A, 4B, 5, 6, 7, 8, 12, 13, 14B, 15A, 15B, 16, 17, 20, 22, 23, 25, 26, 36, 37, 41, 55, 58, 69, 71, 77, 81, 82, 104, 117, 119
Sri Lanka	4A, 4B, 6, 7, 8
Singapore	2, 3, 4A, 4B, 5, 6, 7, 8, 14B, 18, 21, 22, 24, 25, 27, 29, 30A
Taiwan	2, 3, 4A, 4B, 5, 6, 7, 8, 10, 11, 12, 13, 14A, 14B, 15A, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 30A, 31, 33, 37, 67, 71, 74, 75, 81, 91, 97, 110, 111, 112
Thailand	2 and 3, 4A, 4B, 5, 6, 7, 8, 11, 22
Yugoslavia	1, 2, 3, 4A, 4B, 5, 6, 7, 8, 9, 12, 15B, 16, 18, 24, 25, 30A, 48, 52, 67, 69, 73

Export administered quotas: Hong Kong, India and Thailand

It is understood that the Hong Kong, Indian and Thai Authorities will administer their respective quotas by issuing export certificates to their exporters for onward transmission direct to UK importers. These certificates, together with a completed form ILB/A, should be sent to Import Licensing Branch, at the address shown above, who will issue import licences up to the relevant quota limit.

Import administered quotas: Taiwan

The quotas for Taiwan will be administered by Import Licensing Branch. Traders seeking an allocation from these quotas should submit applications, on form ILB/A, to Import Licensing Branch at the address shown above, by 13 January 1978. Applications should be accompanied by a statement of traders' past trade, for each of the relevant quota categories, for the years 1975, 1976 and from 1 January to 30 September 1977, supported by a report by a qualified, practising, independent accountant. A *pro forma* for this purpose is available from ILB and applications will only be considered on receipt of correctly completed forms. In response to applications a partial allocation will be made, as quickly as possible, on the basis of past trade returns received in Import Licensing Branch by 13 January 1978.

Exceptionally, if audited statements of past trade cannot be provided by that date, unaudited statements will be accepted provisionally and the certified statements may be submitted later, but in any event must reach Import Licensing Branch by 3 February 1978 at the latest. Traders are warned that if they have received licences on the basis of unaudited statements, failure to produce audited statements by 3 February 1978 will render such licences liable to revocation. The balance of the quota will be allocated following 3 February 1978.

Additionally, traders who consider that it would be to their advantage to do so may submit as a *supplement* to their certified past trade returns a similarly certified statement of their trade in the relevant quota categories in the period 1 October to 31 December 1977 ('1975', '1976', and '1 Jan-30 Sept' should be deleted from the *pro forma*, and '1 Oct-31 Dec' inserted). Individual allocations will be based on whichever 1977 figures submitted result in a greater share of the 1978 quota being made available. Any such supplementary returns must be submitted to Import Licensing Branch by 3 February 1978.

Transitional measures

As the remaining countries, namely: Argentina, Brazil, Colombia, Egypt, Hungary, The Republic of Korea, Macao, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Romania, Singapore, Sri Lanka, Yugoslavia are understood to be unable to issue export certificates from 1 January 1978, import licences will be issued by Import Licensing Branch, up to an agreed percentage of the annual quota, against applications on form ILB/A supported by evidence (*ie* bill of lading or air way bill only, dated 1 January 1978 or later) that the goods have been shipped between 1 January and 31 March 1978. (This period may vary and further notices will be issued as and when exporting countries are able to begin export-administration.) If an import licence is required before shipment can take place, traders should submit with their application, on form ILB/A, evidence from their supplier of a confirmed order and of the intended date of shipment. Traders are requested to return promptly to Import Licensing Branch any import licences which are in the event unused, or only partially used.

Newly restricted goods

Surveillance licences for certain tariff headings which include newly restricted goods will be revoked with effect from 1 January 1978. In cases where the goods which traders intended to import under such licences are not subject to the new quotas, traders should make fresh applications to ILB at the address shown above. Tariff headings and relevant countries for which existing licences will be revoked are as follows:

Tariff heading	Category as detailed in annex	Country from which restricted
ex 51.01	41	Romania
ex 51.04	36	Romania
53.07	48	Yugoslavia
53.08	48	Yugoslavia
53.11	50	The Republic of Korea
55.05	1	Argentina, Colombia, Hong Kong, The Republic of Korea, Mexico, Pakistan, Peru, Romania, Yugoslavia
55.06	52	Yugoslavia
55.08	9	Brazil, Hong Kong, The Republic of Korea, Pakistan, Yugoslavia
55.09	2	Mexico, Singapore
ex 56.04	55	Romania
ex 56.05	22	Hong Kong, The Republic of Korea, Macao, Malaysia, Romania, Thailand, Singapore
ex 56.05	23	Romania, Taiwan
ex 56.07	3	Singapore, Yugoslavia
ex 56.07	37	The Republic of Korea
ex 58.01	58	Romania
ex 58.04	32	The Republic of Korea
ex 58.05	61	Hong Kong
ex 59.04	121	Poland
59.05	97	The Republic of Korea, Taiwan
59.08	100	Hungary
59.12	104	Romania
59.13	105	Poland
ex 60.01	38A	Poland
ex 60.02	10	Hong Kong, The Republic of Korea, Taiwan
ex 60.02	11	Hong Kong, The Republic of Korea, Philippines, Taiwan, Thailand
ex 60.03	12	Hong Kong, Hungary, The Republic of Korea, Poland, Romania, Taiwan, Yugoslavia
ex 60.03	77	Romania
60.04	All goods within Tariff heading 60.04	Brazil, Hong Kong, Hungary, India, The Republic of Korea, Macao, Malaysia, Pakistan, Philippines, Poland, Romania, Singapore, Sri Lanka, Taiwan, Thailand, Yugoslavia
60.05	All goods within Tariff heading 60.05	Hong Kong, Hungary, India, The Republic of Korea, Macao, Malaysia, Pakistan, Peru, Philippines, Poland, Romania, Singapore, Sri Lanka, Thailand, Yugoslavia
ex 60.06	72	Hong Kong
ex 60.06	67	Hungary, The Republic of Korea, Taiwan, Yugoslavia
61.01	All goods within Tariff heading 61.01	Brazil, Hong Kong, Hungary, The Republic of Korea, Macao, Malaysia, Poland, Romania, Singapore, Sri Lanka, Taiwan, Thailand, Yugoslavia
61.02	All goods within Tariff heading 61.02	Brazil, Hong Kong, Hungary, India, The Republic of Korea, Macao, Malaysia, Pakistan, Philippines, Poland, Romania, Singapore, Sri Lanka, Taiwan, Thailand, Yugoslavia
ex 61.03	8	Hong Kong, Hungary, India, The Republic of Korea, Macao, Malaysia, Pakistan, Poland, Romania, Singapore, Sri Lanka, Thailand, Yugoslavia
ex 61.03	18	Hong Kong, The Republic of Korea, Macao, Singapore, Yugoslavia

Trade and Industry

BOTB

A **Trade and Industry** quarterly guide 40p January 1978

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Trade and Industry: the decision makers' magazine.

trade promotions guide

A **Trade and Industry** quarterly guide. Published with the 6 January 1978 issue

Editorial
Trade and Industry, Room 439, 1 Victoria Street, London SW1H 0ET 01-215 5730

Advertising
Dudley Masters, 13 Great James Street, London WC1 01-242 9478

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration
page 4

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

2 STORE PROMOTIONS

where BOTB support is planned or under consideration
page 15

GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**
Overseas trade fairs ext 7051
Store promotions ext 7183
British Export Marketing Centre, Tokyo, ext 663 or 7317
Outward missions and symposia ext 306
UK trade fairs ext 7109
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**
Inward missions ext 463

3 MISSIONS

where BOTB support is planned or under consideration
page 18

Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).
For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4 OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1.
page 20

5 UK FAIRS

This section lists major fairs and exhibitions in the UK.
page 25

Cover based on an export display pack produced by Aldisplay Ltd, London SE1

Classification

General 4, 20, 25
Agriculture, forestry, fishing, agricultural machinery 4, 21, 25
Aircraft and aeronautical equipment 5, 21, 25
Books and periodicals 5, 21, 25
Building, public works and construction equipment 5, 21, 25
Chemicals and allied industries, including plastics 5, 21, 25
Clothing 6, 21, 25
Display and shop equipment 6, 21, 26
Engineering, electrical and electronic, including radio and television 6, 21, 26
Engineering, other 7, 22, 26
Foodstuffs, food machinery, hotel and catering equipment 8, 22, 26
Footwear 8, 26
Furniture, furnishings, household equipment and hardware 8, 22, 26
Gas and oil extraction and distribution including offshore activities 9, 22, 27
Handicrafts 27
Heating and ventilating 10, 22, 27
Horticulture and horticultural equipment 10, 22, 27
Hospital, medical, surgical and dental equipment 10, 22, 27
Jewellery and giftware 10, 22, 27
Laundry and allied services 10, 22
Leather, leather goods and fur 10, 22, 28
Motor vehicles, motor cycles and cycles 11, 24, 28
Music and musical instruments 12, 28
Office machinery and equipment 12, 24, 28
Packaging machinery and materials, including containers 12, 24, 28
Philately 28
Photographic equipment 12, 28
Pottery and glassware 13, 24
Printing, stationery and printing machinery 13, 24, 28
Scientific instruments and nuclear equipment 13, 24, 28
Ships and boats 14, 24, 28
Sports goods and camping equipment including caravans 14, 24, 28
Textiles and textiles machinery 14, 28
Toys and games 14, 24, 28
Watches and clocks 14, 24, 28
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 14, 24, 28
Other specialised fairs 15, 24, 28

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

General fairs

1978

FRANKFURT: International Trade Fair (Spring). 26 February-2 March 1978. Joint ventures with:
Association of Musical Instrument Industries.
Piano Manufacturers Association.
Design Council.
British Ceramic Manufacturers Federation.
British Stationery and Office Products Federation.
Cutlery and Silverware Association.
British Artmetal Manufacturers Export Group.
British Jewellery and Giftware Federation of the United Kingdom.
Miss S. J. Parkes ext. 690. Cut off date passed.

HONG KONG: British Industrial Exhibition. 6-11 March 1978. All British organised by the Department of Trade. R. I. Elliott ext. 368. Cut off date passed.

CAIRO: International Fair. 11-25 March 1978. The Department of Trade will organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date passed.

LEIPZIG: International Spring Fair. 12-19 March 1978. Joint ventures with:
Scientific Instrument Manufacturers Association.
Birmingham Chamber of Industry and Commerce.
Government Information Stand.
M. Dempsey ext. 7246. Cut off date passed.

HANOVER: Hanover Fair. 19-27 April 1978. Official Information Office and joint ventures with:
Birmingham Engineering and Building Centre.
Birmingham Chamber of Commerce and Industry (2 JVs).
British Electrical and Allied Manufacturers Association.
Business Equipment Trades Association.
Electronic Components Centre.
Lighting Industries Federation.
SIRA Institute.
Mrs C. Miller ext. 7203. Cut off date passed.

BUDAPEST: International Spring Fair. 17-25 May 1978. The Department of Trade will organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date passed.

LISBON: International Fair (FIL). 1-10 June 1978. Joint venture with Birmingham Engineering and Building Centre. Ms P. A. Norfield ext. 7082. Cut off date passed.

SEOUL: All British Exhibition (British Industrial Scientific Technology Exhibition). 5-10 June 1978. Sponsors.
Scientific Instrument Manufacturers Association.
Contact L. J. Nolder tel. 01-727 2614.
British Health-Care Export Council.
Contact J. Harris tel. 01-262 2641.
Gauge and Toolmakers Association..
Contact A. R. Smith tel. High Wycombe (0494) 444645.
J. Ackroyd ext. 7317. Cut off date passed.

POZNAN: International Technical Goods Fair. 11-20 June 1978. The Department of Trade will organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date passed.

DAMASCUS: International Trade Fair. 15 July-1 August 1978. The Department of Trade may organise a British Pavilion. J. Milne ext. 602. Cut off date passed.

FRANKFURT: International Trade Fair (Autumn). 27-30 August 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

TEHRAN: International Trade Fair. 19 September-1 October 1978. The Department of Trade may organise a British Pavilion. J. Milne ext. 602. Cut off date not yet arranged.

LEIPZIG: International Autumn Fair. September 1978. Joint ventures with appropriate trade associations. M. Dempsey ext. 7246. Cut off date not yet arranged.

ALGIERS: International Trade Fair. September-October 1978. The Department of Trade may organise a British Pavilion. J. M. Milne ext. 602. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date 31.3.78.

BAGHDAD: International Fair. October 1978. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

HELSINKI: International Trade Fair Consumer Goods. 3-12 November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

MEXICO CITY: British Industrial Exhibition. 8-17 November 1978. All British Exhibition organised by the Department of Trade. Ms A. Woodward ext. 576. Cut of date not yet arranged.

1979

FRANKFURT: International Trade Fair (Spring). 4-8 March 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

CAIRO: International Fair. March 1979. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

HANOVER: Hanover Fair. April 1979. Official Information Office and joint ventures with the appropriate trade associations. Miss C. Miller ext. 7203. Cut off date not yet arranged.

CASABLANCA: International Trade Fair. April-May 1979. Official Information Stand manned by the British Consulate-General, Casablanca. J. Milne ext. 602. Cut off date not applicable.

LISBON: International Fair (FIL). June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Autumn). 26-29 August 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

TEHRAN: International Trade Fair. September 1979. The Department of Trade may organise a British Pavilion. J. Milne ext. 602. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1978

TORONTO: Canada Farm Show. 31 January-3 February 1978. Joint venture with Agricultural Engineers Association. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: 49th International Agricultural Machinery Exhibition (SIMA). 5-12 March 1978. Joint venture with Agricultural Engineers Association. Miss H. Goldberg ext. 7205. Cut off date passed.

PARIS: International Agricultural Exhibition. 5-12 March 1978. Joint venture with British Agricultural Export Council. Miss L. A. Cape ext. 7211. Cut off date 30.9.77.

VERONA: International Agricultural Fair. 12-19 March 1978. Trade Information Stand manned by the Potato Marketing Board. P. Crowe ext. 325. Cut off date passed.

BUDAPEST: International Exhibition of Agricultural and Food Machinery and Instruments (Agromasexpo). 14-19 April 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

FRANKFURT: International Agricultural Exhibition (DLG). 28 April-4 May 1978. Joint ventures with:
British Agricultural Export Council.
Agricultural Engineers Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

REGGIO EMILIA: Pig Fair. 28 April-1 May 1978. Joint venture with National Pig Breeders Association. P. Crowe ext. 325. Cut off date 31.1.78.

HAMILTON - NEW ZEALAND: Agricultural Field Days. 15-17 June 1978. Display of agricultural equipment through local agents of UK manufacturers. Mrs W. M. MacIver ext. 7093. Cut off date 17.1.78.

RIO DE JANEIRO: 16th World Poultry Congress. 17-21 September 1978. Joint venture with British Agricultural Export Council. Miss A. V. Woodward ext. 576. Cut off date passed.

NAIROBI: Nairobi International Show. September-October 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date 31.3.78.

BOSTON: Commercial Fishing Exhibition. October-November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date 31.5.1978.

1979

HARRISBURG: Pennsylvania Farm Show. January 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1978.

TULARE: California Farm Equipment Show. February 1979. Joint venture with Agricultural Engineers Association. R. D. Chapman ext. 7097. Cut off date passed.

TORONTO: Canada Farm Show. February 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date August 1978.

PARIS: 50th International Agricultural Machinery Exhibition (SIMA). March 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 29.9.78.

VERONA: International Agricultural Fair. March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.9.78.

PARIS: International Agricultural Exhibition. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.9.78.

ZARAGOZA: International Agricultural Machinery Fair. April 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

FOGGIA: Agricultural Fair. April-May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.9.78.

REGGIO EMILIA: Pig Fair. April-May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.10.78.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (Ligna). May 1979. Joint venture with appropriate trade association. B. D. Doyle ext. 7045. Cut off date not yet arranged.

HANOVER: International Exhibition of Poultry and Pig Production. June 1979. Joint venture with appropriate trade association. B. D. Doyle ext. 7045. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

SEATTLE: Commercial Fishing Exhibition. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

BOTB contact

01-248 5757

Name and telephone extension given against each event.

Aircraft and aeronautical equipment

1978

HANOVER: International Air Show. 24 April-4 May 1978. Joint venture with Society of British Aerospace Companies. B. D. Doyle ext. 7045. Cut off date passed.

TOKYO: British Export Marketing Centre. Aerospace Equipment Exhibition. 16-20 May 1978. Sponsored by Society of British Aerospace Companies. Contact F. Kidson tel: 01-839 3231. R. I. Elliott ext. 360. Cut off date passed.

1979

PARIS: 33rd International Aeronautics and Space Exhibition. June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Books and periodicals

1978

CAIRO: International Book Fair. 26 January-6 February 1978. Joint venture with Book Development Council. P. G. H. Robinson ext. 7314. Cut off date passed.

BRUSSELS: International Book Fair. March 1978. Joint venture with Book Development Council. Miss L. A. Cape ext. 7211. Cut off date passed.

BOLOGNA: International Book Fair for Children and Youth. 1-4 April 1978. Joint venture with Book Development Council. P. Crowe ext. 325. Cut off date 31.1.78.

ATLANTA: Annual Convention and Exhibition of the American Booksellers Association. 28-31 May 1978. Joint venture with Book Development Council. Miss L. E. Novell ext. 7204. Cut off date passed.

WARSAW: International Book Fair. May 1978. Joint venture with Book Development Council. M. Dempsey ext. 7246. Cut off date 17.1.78.

KANSAS CITY: Special Libraries Association Congress. 11-15 June 1978. Joint venture with Association of Learned and Professional Society of Publishers. Miss L. E. Novell ext. 7204. Cut off date passed.

FRANKFURT: International Book Fair. 18-23 October 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

1979

BRUSSELS: International Book Fair. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: European Education Materials Exhibition (Didacta). 23-31 March 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

BOLOGNA: International Book Fair for Children and Youth. April 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.11.78.

USA: Annual Convention and Exhibition of the American Booksellers Association. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Book Fair. 10-15 October 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Building, public works and construction equipment

1978

PHOENIX, ARIZONA: The World of Concrete Exposition. 9-13 January 1978. Joint venture with Concrete Society. Miss M. Thorogood ext. 7034. Cut off date passed.

HANOVER: International Builders Supplies Exhibition (Constructa). 15-22 February 1978. Joint venture with Building Materials Export Group. B. D. Doyle ext. 7045. Cut off date passed.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). 17-26 February 1978. **And European Heating, Air Conditioning and Ventilating Exhibition (Euroclima)** 15-19 February 1978. Joint venture with Building Materials Export Group. Miss H. Goldberg ext. 7205. Cut off date passed.

SINGAPORE: International Building Exhibition. 15-18 March 1978. Joint venture with Building Centre Group. P. A. Greig ext. 7099. Cut off date passed.

TEHRAN: International Construction Fair. 29 April-6 May 1978. Joint venture with the Building Materials Export Group. J. M. Milne ext. 602. Cut off date passed.

PARIS: 11th International Public Works and Building Equipment Exhibition (Expomat). 19-27 May 1978. Joint venture with Federation of Manufacturers of Construction Equipment and Cranes. Miss H. Goldberg ext. 7205. Cut off date passed.

JOHANNESBURG: International Building Exhibition. 9-17 August 1978. Joint venture with appropriate trade association S. J. Seaman ext. 571. Cut off date not yet arranged.

TORONTO: Construction Show. 17-19 October 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

1979

LAS VEGAS: National Association of Home Builders Exposition. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

USA: World of Concrete Exposition. January 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

COPENHAGEN: The Scandinavian Building Exhibition (Building for Millions). 24 February-4 March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). February 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

STUTTGART: International Shutter and Blinds Fair (R79). 8-11 March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

MADRID: International Building and Construction Exhibition (FICOP). April-May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Chemicals and allied industries, including plastics

1978

MUNICH: International Trade Exhibition and Congress for Bio Chemical Analysis (Analytica). 18-22 April 1978. Joint venture with Scientific Instrument Manufacturers Association. Miss S. J. Parkes ext. 690. Cut off date passed.

TORONTO: Plastics Show of Canada. 8-12 May 1978. Joint venture with British Plastics Federation. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: International Plastics and Rubber Exhibition (Europlastique). 13-21 June 1978. Joint venture with British Plastics Federation. Miss H. Goldberg ext. 7205. Cut off date passed.

GOTHENBURG: International Chemical Trade Fair (Kemi) '78. 7-10 November 1978. Joint venture with British Laboratory Ware Association. Miss L. M. O'Brien ext. 7207. Cut off date 10.2.78.

TOKYO: International Plastics Fair. November 1978. Joint venture with appropriate trade association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

1979

SINGAPORE: Asian International Chemical and Process Engineering and Contracting Show (Chem Asia). 16-19 January 1979. The Department of Trade may organise a British Pavilion at this event. P. A. Greig ext. 7099. Cut off date 31.1.78.

HOUSTON: Aiche Petrochemical and Refining Exhibition. April 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1978.

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TASHKENT / TEHRAN / TBILISI / WARSAW
ZURICH.

BMT

ENCIRCLE TI 50 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

CHICAGO: National Plastics Exposition. 18-23 June 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date June 1978.

DUSSELDORF: International Fair for the Plastics Industry (Kunstoffe). 10-17 October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

NEW YORK: Exposition of Chemical Industries. December 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date December 1978.

Clothing

1978

PARIS: Knitting Industries Exhibition. 3-7 February 1978. Joint venture with British Knitting Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

PARIS: European Menswear Exhibition (SEHM). 3-7 February 1978. Joint ventures with:
Clothing Export Council'
British Menswear Guild.
Miss L. A. Cape ext. 7211. Cut off date passed.

PARIS: Children's Fashionwear Exhibition. 4-7 February 1978. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7211. Cut off date passed.

NEW YORK: European Fashion Fair. 5-8 March 1978. Joint venture with British Knitting Export Council. J. E. Henderson ext. 318. Cut off date passed.

COPENHAGEN: 25th Scandinavian Fashion Week. 16-19 March 1978. Joint venture with Clothing Export Council. Miss L. M. O'Brien ext. 7207. Cut off date passed.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-porter). 8-12 April 1978. Joint venture with appropriate trade association. Miss H. Goldberg. ext. 7205. Cut off date 9.1.78.

DUSSELDORF: International Fashion Fair (Igedo). April 1978. Joint venture with appropriate trade association. B. Doyle ext. 7203. Cut off date not yet arranged.

COLOGNE: International Men's Fashion Week. August 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

PARIS: Children's Fashionwear Exhibition. 9-12 September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date 1.4.78.

PARIS: European Menswear Exhibition (Autumn Session) (SEHM). 9-12 September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date 1.2.78.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 11-14 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COPENHAGEN: 26th Scandinavian Fashion Week. 14-17 September 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. September 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COLOGNE: International Fair For the Child. October 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.4.78.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

1979

PARIS: Children's Fashion Wear Exhibition. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 28.4.78.

PARIS: Knitting Industries Exhibition. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.78.

PARIS: European Menswear Exhibition (SEHM) Spring Session. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.78.

COPENHAGEN: 27th Scandinavian Fashion Week. 15-18 March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. March 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). April 1979. Joint venture with appropriate trade association. B. D. Doyle ext. 7045. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session). September 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.2.79.

PARIS: Children's Fashion Exhibition. September 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.2.79.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). September 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.79.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Display and shop equipment

1978

DUSSELDORF: 5th European Fair Modern Shopfitting and Display with Congress (Euroshop). 7-11 April 1978. Joint venture with Shop and Display Equipment Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

Engineering, electrical and electronic, including radio and television

1978

PARIS: 13th International Lighting Exhibition. 12-17 January 1978. Joint venture with Decorative Lighting Association. Miss H. Goldberg ext. 7205. Cut off date passed.

TOKYO: Internepcon. 25-28 January 1978. Joint venture with Westminster Chamber of Commerce. J. Ackroy ext. 7317. Cut off date passed.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition. 28 February-2 March 1978. Joint venture with Westminster Chamber of Commerce. R. D. Chapman ext. 7097. Cut oft date passed.

HAMBURG: Audio Engineering Society Exhibition and Convention (AES). 28 February-3 March 1978. Joint venture with Association of Professional Recording Studios. Miss H. A. V. Smith ext. 7201. Cut off date passed.

PARIS: Exhibition of Electronic Components. 3-8 April 1978. Joint venture with Electronic Components Industry Federation. Miss L. A. Cape ext. 7211. Cut off date passed.

LAS VEGAS: National Association of Broadcasters Convention and Exhibition. 9-12 April 1978. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date 13.1.78.

CANNES: International Television Programme Market (MIP-TV). 21-27 April 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.1.78.

STOCKHOLM: International Instruments and Measurements Techniques Trade Fair (IM). 24-28 April 1978. Joint venture with Sira Institute Ltd. Miss L. M O'Brien ext. 7207. Cut off date passed.

BRUSSELS: Computer Peripheral, Small Computer and Systems Exhibition (Compec). 9-11 May 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. Goldberg ext. 7205. Cut off date passed.

BOSTON: Institute of Electrical and Electronic Engineering (Electro). 23-25 May 1978. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date passed.

ANAHEIM: National Computer Conference. 5-8 June 1978. Joint venture with Business Equipment Trade Association, R. Grindley ext. 7242. Cut oft date passed.

CHICAGO: Summer Consumer Electronics Show. 10-13 June 1978. Joint venture with Federation of British Audio. R. Grindley ext. 7242. Cut oft date passed.

NEW YORK: National Electronic Packaging and Production Show (Nepcon East). 13-15 June 1978. Joint venture with Westminstr Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date 27.1.78.

JOHANNESBURG: Electra and Mining Exhibition. 11-15 September 1978. Joint venture with appropriate trade association/s. S. J. Seaman ext. 571. Cut off date not yet arranged.

LOS ANGELES: Western Electronic Show and Convention (Wescon). 12-14 September 1978. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut oft date April 1978.

DUSSELDORF: Fourth International Hi-Fi Exhibition. 18-24 September 1978. Joint venture with appropriate trade association. B. D. Doyle ext. 7045. Cut off date not yet arranged.

WIESBADEN: Military Electronics (Defence Equipment) Exhibition. 3-5 October 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PHILADELPHIA: Instrument Automation Conference (ISA). 16-19 October 1978. Joint venture with Scientific Instrument Research Association. R. D. Chapman ext. 7097. Cut oft date 8.3.78.

MUNICH: International Trade Fair for Production in the Electronic Industry (Electronica). 9-15 November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

SINGAPORE: International Exhibition of Electrical and Electronic Equipment. 24-28 November 1978. Joint venture with British Electrical and Allied Manufacturers Association. P. A. Greig ext. 7099. Cut off date passed.

1979

PARIS: 14th International Lighting Exhibition. January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.6.78.

DALLAS: National Association of Broadcasters Convention and Exhibition (NAB 79). 25-28 March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date December 1978.

BILBAO: International Electronic, Automation and Electrical Industry Technical Exhibition. March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: Festival Du Son. Joint venture with appropriate trade association. March 1979. Miss L. A. Cape ext. 7211. Cut off date 1.7.78.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon

West). March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1978.

NEW YORK: Institute of Electrical and Electronic Engineering (Electro '79). March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

CANNES: International Television Programme Market (MIP-TV). April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

PARIS: Exhibition of Electronic Components. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

USA: National Electronic Packaging and Production Show (Nepcon East). June 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date January 1979.

CHICAGO: Consumer Electronics Show. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

MONTREUX: International Television Equipment Exhibition. June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

USA: National Computer Conference. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

BASLE: International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec). September 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

SAN FRANCISCO: Wescon '79. September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

DALLAS: Intelcon '6 (International Telecommunications Exposition). October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

ZURICH: Semi-Conductor Equipment and Material Convention (Semicon-Europa). October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

MUNICH: Exhibition and Congress for Electronics Production (Productronica). 6-10 November 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

MILAN: Instrumentation and Automation Exhibition (BIAS). November 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 15.2.78.

Engineering, other

1978

JOHANNESBURG: Machine Tools '78. 13-18 February 1978. Joint ventures with:
Machine Tool Trades Association.
Engineering Industries Association.
S. J. Seaman ext. 571. Cut off date passed.

LOS ANGELES: Western Metal and Tool Exposition (Westec). 20-23 March 1978. Joint venture with Machine Tool Trades Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

CHICAGO: Design Engineering Show and Conference. 17-20 April 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

CHICAGO: Plant Engineering and Maintenance Show. 18-20 April 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

GOTHENBURG: Machine Tools Exhibition (ISM '78). 20-25 April 1978. Joint venture with Machine Tool Trades Association. T. G. Webb ext. 7207. Cut off date passed.

BRUSSELS: International Industrial Equipment Exhibition. 28 May-1 June 1978. Joint venture with Birmingham Chamber of Commerce and Industry. Miss H. Goldberg ext. 7205. Cut off date passed.

MONTREAL: Canadian Plant Engineering and Industrial Equipment Show. 30 May-2 June 1978. Joint venture with Birmingham Engineering and Building Centre. Miss M. Thorogood ext. 7094. Cut off date passed.

SEOUL: All British Exhibition (British Industrial Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers Association.
Contact L. J. Nolder tel: 01-727 2614.
British Health-Care Export Council.
Contact J. Harris tel: 01-262 2641.
Gauge and Toolmakers Association.
Contact A. R. Smith tel: High Wycombe (0494) 444645.
J. Ackroyd ext. 7317. Cut off date passed.

BASLE: International Wire Exhibition. 20-24 June 1978. Joint venture with International Wire and Machinery Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

CHICAGO: International Machine Tool Show. 6-15 September 1978. Joint venture with Machine Tool Trades Association. Miss M. Thorogood ext. 7094. Cut off date passed.

JOHANNESBURG: Electra and Mining Exhibition. 11-15 September 1978. Joint venture with appropriate trade association(s). S. J. Seaman ext. 571. Cut off date not yet arranged.

SYDNEY: International Engineering Exhibition. 11-16 September 1978. The Department of Trade will organise a British Pavilion. Mrs W. M. MacIver ext. 7093. Cut off date 10.12.77.

HELSINKI: International Technical Fair (Machine tools and tools). 12-16 September 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

BRNO: International Engineering Fair. 13-20 September 1978. Joint venture with appropriate trade association. M. J. Dempsey ext. 7246. Cut off date 27.1.78.

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine Equipment Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

STOCKHOLM: International Technical Fair. 12-18 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

JOHANNESBURG: Materials Handling and Physical Distribution Exhibition. 16-28 October 1978. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

OSAKA: Japan International Machine Tool Fair (JIMTOF). 27 October-7 November 1978. Joint venture with Gauge and Toolmakers Manufacturers Association. T. Nail ext. 360. Cut off date passed.

PHILADELPHIA: Triple Engineering Show. 7-9

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1976, the British Overseas Trade Board supported some 7,300 firms exhibiting at 352 trade fairs in 50 countries, and 27 store promotions. In 1976, 236 outward missions were supported and some 2,900 firms were helped in that way.

Joint ventures

Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq m of space and shell stand occupied. FOR JOINT VENTURES TAKING PLACE AFTER 1 APRIL 1978, THE CHARGE WILL BE £15 PER SQ. METRE. A discount of 50 per cent on these new rates will be available to firms for their first two participations at a particular joint venture.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia

In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 15)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions

Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions

Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date May 1978.

TOKYO: British Export Marketing Exhibition. 7-11 November 1978. Materials Testing Equipment Exhibition. Sponsored by: British Institute of Non-Destructive Testing. Contact I. M. Barnes tel: 0702-354252. J. Ackroyd ext. 7317. Cut off date passed.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (Blech '78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. A. V. Smith ext. 7201. Cut off date 31.1.78.

BRNO: International Welding Exhibition. 14-19 November 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

GOTHENBURG: Scanautomatik-Hydraulics, Pneumatics and Automation Trade Fair. 28 November-2 December 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: 17th International Mechanical Handling Exhibition (Manutention). 5-13 December 1978. Joint venture with Mechanical Handling Engineers Association. Miss H. Goldberg ext. 7205. Cut off date 9.1.78.

1979

SAN DIEGO: Gas Turbine Conference and Products Show. March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

LOS ANGELES: Western Metal and Tool Exposition. (Westec). March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

USA: Plant Engineering and Maintenance Show (PENEC). May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (Ligna). May 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

TORONTO: National Industrial Production Show. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

USA: Design Engineering Show. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUSSELDORF: International Foundry Trade Fair (GIFA). 9-15 June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date 30.3.78.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
British Laboratory Ware Association.
Scientific Instrument Manufacturers Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

PARIS: 7th International Hydraulics and Compressed Air Exhibition (Mecanelem). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

BASLE: 3rd Railways Engineering Exhibition. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '79). 9-22 June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

ZURICH: 9th International Hydraulics and Pneumatic Exhibition. 29 October-3 November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

USA: Triple Engineering Show: October/November 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

UTRECHT: International Mechanical Handling Exhibition (Invia). November 1979. Joint venture with appropriate trade association. P. Crowe ext. 690. Cut off date not yet arranged.

ZURICH: International Trade Fair For High Precision Techniques Dimensional Measurement Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Foodstuffs, food machinery, hotel and catering equipment

1978

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). 9-12 January 1978. Joint venture with the London Chamber of Commerce and industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

COLOGNE: International Sweets and Biscuits Fair (ISM). 30 January-3 February 1978. Joint venture with British Food Export Council. B. Doyle ext. 7045. Cut off date passed.

UTRECHT: International Food Fair (ROKA). 13-17 February 1978. Joint venture with British Food Export Council. P. Crowe ext. 325. Cut off date passed.

BRNO: International Food Salon (Salima '78). February 1978. Joint venture with London Chamber of Commerce and Industry. M. Dempsey ext. 7246. Cut off date passed.

TOKYO: Hotres and Foodex Exhibition. 13-17 March 1978. Joint venture with British Food Export Council. J. Ackroyd ext. 7317. Cut off date passed.

SINGAPORE: Food and Catering Exhibition. 26-29 April 1978. Joint venture with London Chamber of Commerce. P. A. Greig ext. 7099. Cut off date passed.

SYDNEY: International Catering Trade Fair. 7-11 May 1978. Joint venture with London Chamber of Commerce. Mrs W. M. MacIver ext. 7093. Cut off date passed.

BOLOGNA: International Foodstuffs Exhibition (SIA). 1-11 June 1978. Joint venture with British Food Export Council. P. Crowe ext. 325. Cut off date 14.12.77

MOSCOW: Equipment and Machinery for Food Industry, Trade and Public Catering Establishments. 4-17 July 1978. Joint venture with appropriate trade association. H. Giles ext. 7213. Cut off date not yet arranged.

NEW YORK: National Fancy Food and Confection Show. 9-12 July 1978. Joint venture with British Food Export Council. Miss L. E. Novell ext. 7204. Cut off date 1.3.78.

GOTHENBURG: Hotel and Restaurant Exhibition (Interfood-Interrest '78). 10-13 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment (Equiphotel). 15-23 October 1978. Joint ventutre with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: International Food Exhibition (SIAL). 13-18 November 1978. Joint venture with British Food Export Council. Miss L. A. Cape ext. 7211. Cut off date 28.2.78.

DUSSELDORF: International Hotel and Restaurant Trade Fair (Hogatec '78). November 1978. Joint venture with appropriate trade association. Mrs C Miller ext. 7203. Cut off date not yet arranged.

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel). November-December 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1979

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition. January 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.9.78.

COPENHAGEN: International Food Fair. April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

BOLOGNA: International Foodstuffs Exhibition (SIA). May-June 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 14.12.78.

CHICAGO: National Fancy Food and Confection Show. June 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment Exhibition. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUBLIN: International Food and Drink Exhibition. October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BASLE: International Hotel & Catering Exhibition (Igeho). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel). November-December 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Footwear

1978

NEW YORK: National Shoe Fair. 11-14 February 1978. Joint venture with British Footwear Manufacturers' Federation. J. E. Henderson ext. 318. Cut off date passed.

BOLOGNA: International Shoe and Leather Fair. 4-8 March 1978. Joint venture with British Footwear Manufacturers' Federation. P. Crowe ext. 325. Cut off date passed.

DUSSELDORF: European Samples Display (GDS). March 1978. Joint venture with British Footwear Manufacturers Federation. B. Doyle ext. 7045. Cut off date passed.

DUSSELDORF: European Footwear Samples Display (GDS). September 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (Micam). September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.78.

1979

NEW YORK: National Shoe Fair. February 1979. Joint venture with apprporiate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PIRMASENS: International Fair for Footwear Manufacture IMS. May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (Micam). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.79.

ATLANTIC CITY: Footwear Manufacturing Conference. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

Furniture, furnishings, household equipment and hardware

1978

CHICAGO: National Floorcovering Mart. 8-13 January 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 11-15 January 1978. Joint venture with:
Natonal Wool Textile Export Corporation.
British Carpet Manufacturers' Association.
Irish Linen Guild.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

COLOGNE: International Furniture Fair. 17-22 January 1978. Joint venture with British Furniture Manufacturers' Federated Association. B. Doyle ext. 7045. Cut off date passed.

TORONTO: Canadian Hardware Show. 12-15 February 1978. Joint venture with Birmingham Chamber of Commerce. Miss L. E. Novell, ext. 7204. Cut off date passed.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). 15-18 February 1978. Joint venture with:
Association of Manufacturers of Domestic Appliances.
Birmingham Engineering and Building Centre.
B. Doyle ext. 7045. Cut off date 1, passed. 2, passed.

COLOGNE: International Houseware Fair. 16-19 February 1978. Joint ventures with Hardware Manufacturers' Association. B. Doyle ext. 7045. Cut off date passed.

COLOGNE: International Hardware Fair. 19-21 February 1978. Joint venture with:
Federation of British Handtool Manufacturers.
Hardware Manufacturers' Association.
B. Doyle ext. 7045. Cut off date passed.

TOKYO: British Export Marketing Centre: Carpet Exhibition. 14-18 March 1978. Sponsored by British Carpets Export Association. Contact G. H. Davidson tel: 01-830 2145. R. I. Elliott ext. 360. Cut off date passed.

HIGH POINT, NORTH CAROLINA: Southern Furniture Exhibition. 13-21 April 1978. Joint venture with British Furniture Manufacturers' Federated Association. J. E. Henderson ext. 318. Cut off date passed.

COPENHAGEN: Scandinavian Furniture Fair. 3-7 May 1978. Joint venture with British Furniture Manufacturers' Federated Associations. Miss L. M. O'Brien ext. 7207. Cut off date passed.

MILAN: Carpets and Furnishing Textile Fair (STAR). 19-23 May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date passed.

TOKYO: British Export Marketing Centre. Housewares and Gardening Equipment Exhibition. 6-10 June 1978. Sponsored by Hardware Manufacturers' Association. Contact P. J. Kynaston. J. Ackroy ext. 7317. Cut off date passed.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). 14-16 June 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

PARIS: 12th International Carpet and Floor Covering Exhibition. 15-19 June 1978. Joint venture with British Carpets Manufacturers' Association. Miss H. Goldberg ext. 7205. Cut off date passed.

CHICAGO: National Hardware Show. 14-17 August 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

MILAN: International Furniture Fair. 22-27 September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 2.1.78.

LYONS: International Furniture Exhibition (Meuropam). 7-10 October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 21.1.78.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. 19-27 October 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

KORTRIJK: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with appropriate trade association. L. A. Cape ext. 7211. Cut off date not yet arranged.

VALENCIA: International Furniture Fair. October 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date 1.3.78.

TORONTO: International Interior Design Show. November 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BRUSSELS: International Furniture Show: November 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.4.78.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PARIS: 10th International Furniture Exhibition. January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.3.78.

CHICAGO: National Floorcoverings Mart. January 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COLOGNE: International Hardware Fai ı February. 1979. Joint ventures with appropriate trade associations. B. Doyle ext. 7045. Cut off date not yet arranged.

COLOGNE: International Houseware Fair. February 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). February 1979. Joint venture with appropriate trade association. B Doyle ext. 7045. Cut off date 1.9.78.

DUBLIN: Irish Hardware and Housewares Trade Fair. March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7097. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. April 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

MILAN: Carpets and Furnishing Textile Fair. May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.11.78.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Carpet and Floor Exhibition. June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Hardware Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). October 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

VALENCIA: International Furniture Fair. October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

TORONTO: International Interior Design Show. November 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (Igeho). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1980. Joint ventures with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Gas and oil extraction and distribution including offshore activities

1978

SINGAPORE: Offshore Oil Exhibition and Technical Conference. 21-24 February 1978. Joint venture with CBMPE. P. A. Greig ext. 7099. Cut off date passed.

HOUSTON: 6th International Pipeline Convention (Interpipe '78). 21-23 March 1978. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

SAO PAULO: International Energy Exhibition (Energy '78). 10-16 April 1978. Joint venture with CBMPE. Ms A. V. Woodward ext. 576. Cut off date passed.

HOUSTON: 10th Annual Offshore Technology Conference. 8-11 May 1978. Joint venture with the Association of British Oceanic Industries (ABOI). R. D. Chapman ext. 7097. Cut off date passed.

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). 23-26 May 1978. Joint venture with CBMPE. Ms P. A. Norfield ext. 7092. Cut off date passed.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

ALL LANGUAGES TRANSLATED

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TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

ENCIRCLE TI 51 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

CALGARY: National Petroleum Show. 13-15 June 1978. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

RIO de JANEIRO: Offshore Brazil International Exhibition. 27-30 June 1978. Joint venture with Association of British Oceanic Industries. Ms A. V. Woodward ext. 576. Cut off date passed.

STAVANGER: 'Offshore North Sea' Oil and Gas Exploitation Exhibition. 5-8 September 1978. Joint venture with Association of British Oceanic Industries. Miss L. M. O'Brien ext. 7297. Cut off date passed.

MONTE CARLO: International LNG and LPG Technology Exhibition and Conference (Gastech). 7-11 November 1978. Joint venture with CBMPE. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

HOUSTON: 11th Annual Offshore Technology Conference. May 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

TULSA: International Petroleum Exposition. May 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

Heating and ventilating

1979

PHILADELPHIA: International Air Conditioning, Heating, Refrigerating Exposition. February 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

FRANKFURT: 10th International Sanitation, Heating and Air Conditioning Exhibition (ISH). 27-31 March 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

PARIS: 6th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Horticulture and horticultural equipment

1978

COLOGNE: International Garden Trade Fair. September 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

Hospital, medical, surgical and dental equipment

1978

PARIS: Public Hospitals Exhibition. 12-18 January 1978. Joint venture with British Health-care Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

NEW ORLEANS: 25th Congress of the Association of Operating Nurses. 12-17 March 1978. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date passed.

MALMO: International Medical Care Exhibition. 4-7 April 1978. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7207. Cut off date passed.

POZNAN: International Trade Fair for Medical Equipment (SALMED). 16-21 April 1978. Joint venture with British Health-Care Export Council. M. Dempsey ext. 7246. Cut off date passed.

STUTTGART: Trade Fair for Opticians (Optica). 29 April-3 May 1978. Joint venture with London Chamber of Commerce. Miss S. J. Parkes ext. 690. Cut off date passed.

KYOTO: 23rd International Congress of Ophthalmology. 13-18 May 1978. Joint venture with Guild of British Dispensing Opticians. J. Ackroy ext. 7217. Cut off date passed.

HAMBURG: Exhibition for Hospital Equipment and Supplies (FAB). 30 May-2 June 1978. Joint venture with British Health-Care Export Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

SEOUL: All British Exhibition (British Industrial and Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers Association.
Contact L. J. Nolder tel: 01-727 2614.
British Health-Care Export Council.
Contact J. Harris tel: 01-262 2641.
Gauge and Toolmakers Association.
Contact A. R. Smith tel: High Wycombe (0494) 444645.
J. Ackroyd ext. 7317. Cut off date passed.

TEHRAN: International Medical Fair (Iranmed). 10-17 June 1978. Joint venture with British Health-Care Export Council. J. M. Milne ext. 602. Cut off date passed.

PARIS: 5th European Congress of Anaesthesiology. 4-9 September 1978. Joint venture with British Health-Care Export Council. Miss L. A. Cape Ext. 7211. Cut off date passed.

MELBOURNE: Hospmedex '78. 14-19 September 1978. Joint venture with British Health-Care Export Council. Mrs W. M. MacIver ext. 7093. Cut off date passed.

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. September 1978. Joint venture with appropriate trade association. R. C. Grindley ext. 7242. Cut off date 15.2.78.

KYOTO: 14th World Congress of Sicot. 16-20 October 1978. Joint venture with British Health-Care Export Council. R. I. Elliott ext. 360. Cut off date passed.

CHICAGO: American Society of Anaesthesiologists. 21-25 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

ZURICH: International Trade Fair for Hospital and Medical Equipment (IFAS). 31 October-4 November 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

NEW ORLEANS: American Association for Respiratory Therapy Exhibition. 11-14 November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica). November 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

1979

ST. LOUIS: 26th Congress of the Association of Operating Room Nurses. 4-9 March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date July 1978.

OSLO: Nor-Medex '79. 24-28 April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext 7207. Cut off date not yet arranged.

ZAGREB: Medicine and Medical Aids Exhibition. May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 16.10.78.

UTRECHT: International Hospital Equipment Exhibition (Medica '79). May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

BRUSSELS: 10th International Exhibition of Medical and Hospital Equipment. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

Jewellery and giftware

1978

NEW YORK: International Jewellery Trade Fair. 5-8 February 1978. Joint venture with Export Council for British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: Gift Show. 26 February-3 March 1978. Joint venture with Westminster Chamber of Commerce. Miss L. E. Novell ext. 7204. Cut off date passed.

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). 15-24 April 1978. Joint venture with:
Export Council for the British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

NEW YORK: International Jewellery Trade Show. July 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. 19-21 August 1978. Joint venture with Export Council for the British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

CHICAGO: Gift Show. August 1978. Joint venture with Export Council for the British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 66th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). 7-12 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.1.78.

1979

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). April 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Fair. February 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. February 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. February/March 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: The Business Gifts Fair. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Show. July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Laundry and allied services

1978

FRANKFURT: International Laundry and Dry Cleaning Exhibition (IWC). 4-11 June 1978. Joint venture with Society of Laundry Engineers and Allied Trades. Miss H. A. V. Smith ext. 7201. Cut off date passed.

1979

LAS VEGAS: World Educational Laundering and Cleaning Congress (Clean '79). 26-29 March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

Leather, leather goods and fur

1978

BOLOGNA: International Shoe and Leather Fair. 4-8 March 1978. Joint venture with British Footwear Manufacturers Federation. P. Crowe ext. 325. Cut off date passed.

PARIS: International Leather Week. 9-12 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 6.3.78.

MILAN: International Footwear and Leather Show (Micam). September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.78.

1979

PIRMASENS: International Fair for Footwear Manufacturers (IMS). May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (MICAM). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 31.3.79.

PARIS: International Leather Week. September 1979. Joint venture with appropriate trade association. Miss H. Goldberg. ext. 7205. Cut off date not yet arranged.

Motor vehicles, motor cycles and cycles

1978

MONTREAL: International Auto Salon. 12-22 January 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. R. Grindley ext. 7242. Cut off date passed.

CINCINNATI: Motor Cycle and Accessory Trade Show. 10-12 February 1978. Joint venture with CMCA Service Company Ltd. R. Grindley ext. 7242. Cut off date passed.

MALMO: Motor Show: 18-26 February 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. Miss L. M. O'Brien ext. 7207. Cut off date passed.

NEW YORK: International Cycle Show. 19-21 February 1978. Joint venture with CMCA Service Company Ltd. R. Grindley ext. 7242. Cut off date passed.

DETROIT: Society of Automotive Engineers Exposition and Congress (SAE). 27 February-2 March 1978. Joint venture with Society of Motor Manufacturers and Traders. R. Grindley ext. 7242. Cut off date passed.

CHICAGO: Automobile Show. February 1978. Joint venture with Society of Motor Manufacturers and Traders. R. Grindley ext. 7242. Cut off date 1.1.78.

GENEVA: International Exhibition for the Vehicle Industry (SITEV). 23-26 May 1978. Joint venture with Society of Motor Manufacturers and Traders. Ms P. A. Norfield ext. 7092. Cut off date passed.

LOS ANGELES: Imported Automobile Show. May 1978. Joint venture with Society of Motor Manufacturers and Traders. R. Grindley ext. 7242. Cut off date 1.4.78.

FRANKFURT: International Exhibition of Automobile Workshop and Garage Equipment (Automechanika). 23-27 September 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. Miss S. J. Parkes ext. 690. Cut off date 13.1.78.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). September 1978. Joint venture with CMCA Service Co Ltd. Mrs C. Miller ext. 7203. Cut off date 17.3.78.

PHILADELPHIA: International Electric Vehicle Exposition. 3-5 October 1978. Joint venture with Westminster Chamber of Commerce. R. D. Chapman, ext. 7097. Cut off date 14.4.78.

PARIS: International Motor Exhibition. 5-15 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.3.78.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 17-19 October 1978. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 1.5.78.

LAS VEGAS: International Motorcycle Aftermarket Exposition. October 1978. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

1979

MONTREAL: International Motor Show. January 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 15.12.78.

TORONTO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders Ltd. R. C. Grindley ext. 7242. Cut off date 5.1.79.

MALMO: Motor Show. February 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

DETROIT: Society of Automotive Engineers Exposition and Congress (SAE). February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date July 1978.

CHICAGO: Automobile Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 1.1.79.

CINCINNATI: Motor Cycle and Accessory Trade Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

GOTHENBURG: International Trade Fair for Garages and Car Repair (Auto '79). March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

ZURICH: International Cycle and Motorcycle Exhibition. March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

AMSTERDAM: International Trade Fair for Garage Equipment and Motor Car Parts (Autovak). April 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

LOS ANGELES: Imported Automobile Show. May 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date 1.4.79.

FRANKFURT: International Motor Show. 13-23 September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

COPENHAGEN: Auto-Teknik Trade Fair. September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

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1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

PARIS: International Motor Accessories. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.3.79.

MILAN: International Cycle and Motor Cycle Exhibition. November 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.5.79.

Music and musical instruments

1978

CANNES: 12th International Record and Music Publishing Market (Midem). 20-26 January 1978. Joint ventures with:
British Phonographic Industry Ltd.
Music Publishers Association Ltd.
Miss H. Goldberg ext. 7205. Cut off date passed.

CHICAGO: National Association of Music Merchants Show. 23-27 June 1978. Joint venture with Association of Musical Instrument Industries. R. Grindley ext. 7242. Cut off date passed.

1979

CANNES: 13th International Record and Music Publishing Market (Midem). January 1979. Joint ventures with appropriate trade associations. Miss H. Goldberg ext. 7205. Cut off date 25.9.78.

CHICAGO: National Association of Music Merchants Show. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

USA: International Musexpo '79. October 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Office machinery and equipment

1978

JAPAN: British Export Marketing Centre Business and Reprographic Equipment Exhibition. 14-18 February 1978. Sponsored by Business Equipment Trade Association. Contact J. Stevens, 01-405 6233. J. Ackroyd ext. 7317. Cut off date passed.

PARIS: 29th International Business Machines and Office Equipment (SICOB). 20-29 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.5.78.

CHICAGO: National Office Products Association Show (NOPA). 4-8 October 1978. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

POZNAN: Internatinal Trade Fair for Office Equipment (Interbuiro). 15-20 October 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

COLOGNE: International Office Trade Fair (Orgatechnik). 24-29 October 1978. Joint venture with Business Equipment Trades Association. Mrs C. Miller ext. 7203. Cut off date passed.

AMSTERDAM: International Office Machinery and Equipment Exhibition (Efficiency Beurs). October 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

MADRID: International Office Equipment and Computer Exhibition (SIMO). November 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1979

MUNICH: International Congress and Exhibition for Computer Systems and their Application (Systems). 17-21 September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

PARIS: 30th International Business Machines and Office Equipment (SICOB). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Packaging machinery and materials, including containers

1978

STOCKHOLM: International Exhibition for Supplies to the Pulp, Paper Board and Conversion Industry (SPCI). 4-7 April 1978. Joint venture with British Paper Machinery Makers Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

DUSSELDORF: International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpack). 8-14 June 1978. Joint venture with the Institute of Packaging. Mrs C. Miller ext. 7203. Cut off date passed.

TOKYO: Tokyo Pack '78. 16-20 September 1978. Joint venture with Institute of Packaging. J. Ackroyd ext. 7317. Cut off date passed.

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date 6.1.78.

BUDAPEST: International Packaging and Material Handling Exhibition (Budatranspack). 25-29 October 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

CHICAGO: National Packaging Week. 30 October-3 November 1978. Joint venture with Institute of Packaging. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: 23rd International Packaging Exhibition. 13-18 November 1978. Joint venture with Institute of Packaging. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

UTRECHT: International Packaging Exhibition (Macropak). 14-19 May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

BASLE: International Packaging Exhibition (Swisspack). May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

TORONTO: Canadian National Packaging Exposition. 15-18 October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date March 1979

Photographic equipment

1978

BOSTON: National Microfilm Association Annual Convention Exposition. 9-12 May 1978. Joint venture with Business Trade Association. R. C. Grindley ext. 7242. Cut off date passed.

TOKYO: British Export Marketing Centre. Photographic and Audio Visual Equipment. 18-22 July 1978. Sponsored by British Photographic Export Group. Contact R. Saunders, tel: 89 33372. R. I. Elliott ext. 360. Cut off date passed.

COLOGNE: World Fair of Photography (Photokina). 15-21 September 1978. Joint venture with British Photographic Export Group. Mrs C. Miller ext. 7203. Cut off date passed.

1979

USA: National Microfilm Association Annual Convention and Exposition. May 1979. Joint venture

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 663/7317/360).
The programme of exhibitions for 1977 is now complete. The programme of exhibitions for 1978 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions January 1978 to December 1978

Business and Reprographic Equipment Exhibition 14-18 February 1978. Sponsored by Business Equipment Trades Association (R. D'urban, 01-405 6233). FPB contact R. King ext. 7317. Cut off date passed.

Carpet Exhibition 14-18 March 1978. Sponsored by British Carpets Export Association (G. H. Davidson, 01-830 2145). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Aerospace Equipment Exhibition 16-20 May 1978. Sponsored by Society of British Aerospace Companies (P. Kidson, 01-839 3231). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Garden Equipment Exhibition 20-24 June 1978. Sponsored by Gardenex (Mrs Y. Slade, Hungerford 2532). FPB contact R. King ext. 7317. Cut off date passed.

Photographic and Audio Visual Equipment Exhibition 18-26 July 1978. Sponsored by British Photographic Export Group (R. Saunders, 89-33372). FPB contact R. I. Elliott ext 360. Cut off date passed.

Textile Exhibition 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson, 0274-24235/6). FPB contact R. King ext. 7317. Cut off date passed.

Materials Testing Equipment Exhibition. 7-11 November 1978. Sponsored by British Institute of Non-Destructive Testing (I. M. Barnes 0702-354252). FPB contact R. King ext. 7317. Cut off date passed.

Combustion and Heat Treatment Equipment 5-9 December 1978. Sponsored by British Combustion Equipment Manufacturers Association (D. Bramley 073-081 2782). FPB contact R. I. Elliott ext. 360. Cut off date 5 February 1978.

with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

PARIS: 34th International Photographic, Cinema and Optical Exhibition. November 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Pottery and glassware

1978

ATLANTIC CITY: China and Glass Show. 8-12 January 1978. Joint venture with Export Council for the British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

1979

ATLANTIC CITY: China and Glass Show. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Printing, stationery and printing machinery

1978

ZAGREB: International Fair of Printing and Paper Industry (Intergrafika). 14-18 March 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. Goldberg ext. 7205. Cut off date passed.

NEW YORK: Stationery Show. 21-24 May 1978. Joint venture with British Stationery and Office Products Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: Graph-Expo. 16-19 October 1978. Joint venture with British Printing Machinery Association. R. D. Chapman ext. 7097. Cut off date 25.1.78.

1979

TORONTO: Canadian Graphic Arts Show. May 1979. Joint venture with appropriate trade association. R D. Chapman ext. 7097. Cut off date May 1978.

NEW YORK: Stationery Show. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Scientific instruments and nuclear equipment

1978

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 27 February-3 March 1978. Joint venture with Scientific Instrument Manufacturers Association. R. D. Chapman ext. 7097. Cut off date passed.

ATLANTIC CITY: Federation of American Societies of Experimental Biology and Conference. 10-13 April 1978. Joint venture with Scientific Instrument Manufacturers Association. R. D. Chapman ext. 7097. Cut off date passed.

MUNICH: International Trade Exhibition and Congress for Bio Chemical Analysis (Analytica). 18-22 April 1978. Joint venture with Scientific Instrument Manufacturers Association. Miss S. J. Parkes ext. 690. Cut off date passed.

SEOUL: All British Exhibition (British Industrial and Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers Association.
Contact L. J. Nolder tel: 01-727 2614.
British Health-Care Export Council.
Contact J. Harris tel: 01-262 2641.
Gauge and Toolmakers Association.
Contact A. R. Smith tel: High Wycombe (0494) 444645.
J. Ackroyd ext. 7317. Cut off date passed.

BOSTON: Electro-Optics/Laser Conference and Exhibition. 19-21 September 1978. Joint venture with London Chamber of Commerce and Industry. R. D. Chapman ext. 7097. Cut off date 21.4.78.

BASLE: International Nuclear Industries Fair (Nuclex). 3-7 October 1978. Joint venture with British Nuclear Forum. Ms P. A. Norfield ext. 7092. Cut off date passed.

MOSCOW: Exhibition of Scientific Instruments, (Nauka '78). 12-23 October 1978. Joint venture with Scientific Instrument Manufacturers Association. H. Giles ext. 7213. Cut off date passed.

PHILADELPHIA: Instrument Automation Conference (ISA). 16-19 October 1978. Joint venture with SIRA. R. D. Chapman ext. 7097. Cut off date 8.3.78.

PEKING: All British Scientific Instruments Exhibition/Seminar. 24-25 November 1978. Sponsored by Scientific Instrument Manufacturers Association. Contact L. J. Nolder, 01-727 2614. R. King ext. 7317. Cut off date passed.

1979

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 5-9 March 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1978.

DALLAS: Federation of American Societies of Experimental Biology and Conference. 8-13 April 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
British Laboratory Ware Association.
Scientific Instrument Manufacturers Association.
Miss H. A. V. Smith ext. 7201. Cut off date 29.7.77.

MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '79). June 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PARIS: 7th International Exhibition of Measurement Control Regulation and Automation (Mesucora). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

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翻訳

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TRANSLATORS TO TRADE & INDUSTRY

ENCIRCLE TI 55 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

Ships and boats

1978

PARIS: International Pleasure Boat Exhibition. 12-23 January 1978. Joint venture with Ship and Boat Builders National Federation. Miss L. A. Cape ext. 7211. Cut off date passed.

DUSSELDORF: International Boat Show. 21-29 January 1978. Joint venture with Ship and Boat Builders National Federation (SEBNF). Miss L. M. O'Brien ext. 7207. Cut off date passed.

GOTHENBURG: International Boat Show. 3-12 February 1978. Joint venture with Ship and Boat Builders National Federation. Miss L. M. O'Brien ext. 7207. Cut off date passed.

MIAMI: International Boat Show. 23 February-1 March 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date passed.

AMSTERDAM: International Sail and Power Boat Show (HISWA). 11-19 March 1978. Joint venture with Ship and Boat Builders National Federation. Ms P. A. Norfield ext. 7092. Cut off date passed.

HAMBURG: Shipcare Exhibition. 18-21 April 1978. Joint venture with Shiprepairers and Shipbuilders Independent Association. Miss S. J. Parkes ext. 690. Cut off date passed.

ATHENS: International Shipping Exhibition (Posidonia). 5-10 June 1978. Joint ventures with:
British Marine Equipment Council.
Shipbuilders and Repairers National Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine Equipment Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

CHICAGO: Marine Trades Exhibition and Conference. 28 September-1 October 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date not yet arranged.

HAMBURG: EMTEC and International Boat Show. 19-29 October 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1978. Joint venture with Ship and Boat Builders National Federation. J. E. Henderson ext. 318. Cut off date not yet arranged.

GENOA: International Boat Show. 20-30 October 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.3.78.

COPENHAGEN: International Boat Show. 11-19 November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

AMSTERDAM: International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort). November 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1979

PARIS: International Pleasure Boat Exhibition. January 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 28.5.78.

DUSSELDORF: International Boat Show. January 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

MIAMI: International Boat Show. February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

AMSTERDAM: International Sail and Power Boat Show (HISWA). March 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

OSLO: International Shipping Exhibition (Norshipping '79). May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

CHICAGO: Marine Trades Exhibition and Conference. September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

HAMBURG: EMTEC and International Boat Show. 20-28 October 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

GENOA: International Boat Show. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.3.79.

Sports goods and camping equipment including caravans

1978

HOUSTON: National Sporting Goods Association Show. 26-29 January 1978. Joint ventures with:
Camping Trades Association.
Federation of British Manufacturers of Sports and Games
R. Grindley ext. 7242. Cut off date passed.

SYDNEY: International Toy and Sporting Goods Trade Fair. 5-8 March 1978. Joint venture with British Toy Manufacturers Association. Mrs W. M. MacIver ext. 7093. Cut off date passed.

MOSCOW: Exhibition of Sports Equipment and General Equipment for Sporting Events. 4-13 April 1978. Joint venture with Federation of British Manufacturers of Sports and Games. H. Giles ext. 7213. Cut off date not yet arranged.

PARIS: Caravan and Mobile Home Exhibition. 28 September-8 October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.3.78.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga). 1-3 October 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

1979

CHICAGO: National Sporting Goods Association Show. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

ESSEN: International Exhibition for Horse Sports, Leisuretime Riding and Horsekeeping (Equitana). 7-12 March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Textiles and textiles machinery

1978

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 11-15 January 1978. Joint venture with:
National Wool Textile Export Corporation.
British Carpet Manufacturers' Association.
Irish Linen Guild.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

GREENVILLE-SOUTH CAROLINA: American Textile Machinery Exhibition-International ATME-1. 27 April-5 May 1978. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 28-31 May 1978. Joint venture with the National Wool Textile Export Corporation. Miss S. J. Parkes ext. 690. Cut off date passed.

TOKYO: British Export Marketing Centre, Textile Exhibition. 5-9 September 1978. Sponsored by the National Wool Textile Export Corporation. Contact G. Richardson tel: 0274 24235/6.
J. Ackroyd ext. 7317. Cut off date passed.

ATLANTA: Bobbin Show. 20-22 September 1978. Joint venture with Clothing Institute. Miss M. Thorogood ext. 7094. Cut off date 29.12.77.

POZNAN: International Textile, Clothing and Shoe-Making Machinery Exhibition (Intermasz). October 15-20 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 21-24 November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 15-18 May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. ext. 690. Cut off date not yet arranged.

ATLANTA: Knitting Arts Exhibition. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date January 1979.

ATLANTA: Bobbin Show. September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 17-21 January 1980. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Toys and games

1978

NUREMBERG: International Toy Fair. 9-15 February 1978. Joint venture with British Toy and Hobby Manufacturers' Association. Miss S. J. Parkes ext. 690. Cut off date passed.

NEW YORK: American Toy Fair. 19-22 February 1978. Joint venture with British Toy Manufacturers' Association. R. Grindley ext. 7242. Cut off date passed.

SYDNEY: International Toy and Sporting Goods Trade Fair. 5-8 March 1978. Joint venture with British Toy Manufacturers' Association. Mrs W. M. MacIver ext. 7093. Cut off date passed.

1979

NUREMBERG: International Toy Fair. 3-9 February 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

NEW YORK: American Toy Fair. February 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Watches and clocks

1978

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). 15-24 April 1978. Joint venture with:
Export Council for the British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

1979

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). April 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

TOKYO: Anti-Pollution Exhibition (APEX). 27-31 March 1978. Joint venture with Building Centre Group. R. I. Elliott ext. 360. Cut off date passed.

MUNICH: International Sewage and Water Treatment Engineering Exhibition (IFAT). 5-10 June 1978. Joint venture with the SIRA Institute. Miss H. A. V. Smith ext. 7201. Cut off date passed.

AMSTERDAM: International Exhibition for the Treatment, Storage, and use of Water (Aquatech). 19-23 September 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

GOTHENBURG: Anti-corrosion and Surface Treatment Exhibition (Scancorr). 7-10 November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution. 5-9 December 1978. Joint venture with Birmingham Chamber of Industry. Miss H. Goldberg ext. 7205. Cut off date 1.5.78.

PARIS: International Industrial Cleaning and Waste Disposal Exhibition. 5-9 December 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

1979

AMSTERDAM: International Cleaning and Maintenance Exhibition (Interclan). May 1979. Joint venture with appropriate trade association. Ms P. A. Norfield. Cut off date not yet arranged.

Other specialised fairs

1978

ATLANTA: World Fair for Technology Exchange. 7-10 February 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7034. Cut off date passed.

BRUSSELS: European Educational Materials Exhibition (Didacta). 10-14 April 1978. Joint ventures with:
British Educational Equipment Association.
Book Development Council.
Miss L. A. Cape ext. 7211. Cut off date passed.

SAO PAULO: International Exhibition (Energy '78). 10-16 April 1978. Joint venture with the Council of British Manufacturers of Petroleum Equipment. Miss A. V. Woodward ext. 576. Cut off date passed.

UTRECHT: Vat Subcontractors Exhibition. 17-22 April 1978. Joint venture with the Birmingham Chamber of Industry and Commerce. P. Crowe ext. 325. Cut off date passed.

AMSTERDAM: International Exhibition for the Non-Woven Fabrics and Disposable Softgoods Industries (Index '78). 18-21 April 1978. Joint venture with London Chamber of Commerce. Ms P. A. Norfield ext. 7092. Cut off date passed.

GDANSK: Seminar with British Marine Export Council. April 1978. M. Dempsey ext. 7246. Cut off date passed.

WEISBADEN: International Pet Trades Fair. 5-7 May 1978. Joint venture with Pet Trade Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

DETROIT: American Ceramic Society Exposition. 8-10 May 1978. Joint venture with British Ceramic Plant and Machinery Manufacturers' Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

TORONTO: Canadian International Philatelic Exhibition (Capex '78). 9-18 June 1978. Joint venture with the Philatelic Traders' Society. J. E. Henderson ext. 318. Cut off date passed.

TEHRAN: International Educational and Training Equipment Exhibition. 10-17 June 1978. Joint venture with British Educational Equipment Association. J. M. Milne ext. 602. Cut off date passed.

LENINGRAD: Exhibition of Equipment, including Automated and Computerised, for the Pulp and Paper Industries. 13-22 June 1978. Joint venture with British Paper Machinery Association. H. Giles ext. 7213. Cut off date not yet arranged.

RIO DE JANEIRO: (Offshore '78) Exhibition. 27-30 June 1978. Joint venture with the Association of British Oceanic Industries. Miss A. V. Woodward ext. 576. Cut off date passed.

BASLE: International Art Fair. June 1978. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date 1.3.78.

USA: Annual Exhibition of Education Resources. June 1978. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date December 1977.

CINCINNATI: International Association of Firechiefs Annual Conference. 10-14 September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date March 1978.

ESSEN: International Security and Police Equipment Exhibition (Security '78). 12-14 September 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. 16-20 September 1978. Joint ventures with:
Machine Tool Trades Association.
Birmingham Chamber of Commerce.
Miss L. E. Novell ext. 7204. Cut off date passed.

BUENOS AIRES: Committee on Invisible Exports Seminar: September 1978. Miss A. Woodward ext. 576. Cut off date not applicable.

DUSSELDORF: World Hairdressing Championships. 1-3 October 1978. Joint venture with the Hairdressing Manufacturers' and Wholesalers' Association Ltd. Mrs C. Miller ext. 7203. Cut off date passed.

ST. LOUIS: Annual Convention and Exhibition of the Wire Association of America. 16-19 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978. Joint venture with London Chamber of Commerce. Miss H. A. V. Smith ext. 7201. Cut off date passed.

KORTRIJK: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext 7211. Cut off date not yet arranged.

DUSSELDORF: 5th International Fair for Industry, Trade and Handicraft (GLAS '78). October 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 15.1.78.

ESSEN: International Postage Stamp Exhibition. 1-5 November 1978. Joint venture with the Philatelic Traders' Society Ltd. Miss S. J. Parkes ext. 690. Cut off date passed.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (Blech '78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. A. V. Smith ext. 7201. Cut off date 31.1.78.

TORONTO: Materials Handling and Distribution '78. 13-16 November 1978. Joint venture with Birmingham Engineering and Building Centre. Miss M. Thorogood ext. 7094. Cut off date 19 January 1978.

BRNO: International Exhibition of Welding Technology (Welding '78). 14-19 November 1978. Joint venture with appropriate trade association. M. Dempsey ext. 7246. Cut off date not yet arranged.

OSLO: International Fisheries Fair (Nor Fishing '78). 20-26 November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

ATLANTA: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. November 1978. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

1979

ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

STUTTGART: International Shutter and Blinds Fair (R79). 8-11 March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

TORONTO: Canadian Education Showplace. March 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

USA: American Ceramic Society. April 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7092. Cut off date November 1977.

PIACENZA: Button Exhibition. April 1979. Joint venture with appropriate trade association. P. Crowe. ext. 325. Cut off date 31.10.78.

NEW YORK: National Premium Show: May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: International Pet Trade Fair. May 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.10.78.

ISTANBUL: International Mining Congress and Exhibition. October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.11.78.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
Scientific Instrument Manufacturers Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

BASLE: International Art Fair. June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic-Production Presses (Thermoprocess '78). 9-22 June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

USA: Annual Exhibition of Education Resources. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date December 1978.

USA: International Association of Firechiefs Annual Conference. September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. September 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

DUBLIN: International Education and Training Exhibition and Conference (ETEX). September 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

USA: Annual Convention of Wire Association of America. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

NEW ORLEANS: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. November 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. November 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

2

STORE PROMOTIONS

Where BOTB support is planned or under consideration

BOTB contact for all Store Promotions: C. G. N. Roberts, tel. 01-248 5757 ext 7183.

1978

VIENNA and other cities. 23 February-11 March 1978. Gerngross.

BRITISH COLUMBIA: Mid March 1978 (1 week) Safeway Supermarkets.

ONTARIO: Mid April 1978 (2 Weeks). Loblaws (Food Promotions). 138 stores. Contact Mr Ofield, Loblaws, Toronto, Ontario.

BRITISH COLUMBIA: 26 June-12 August 1978. Woodwards Ltd (Food Promotion). Contact Mr A. Robinson, Woodwards Stores (London) Ltd, 'Londwood' at Cagodan Pier, Chelsea Embankment, London SW3 5RQ, tel. 01-351 3388.

MELBOURNE and other cities: Early 1979. Myers. Contact F. W. Stevens, Myers, Melbourne House, 8/12 Brook Street, London W17 2AN, 01-499 1543.

ENCIRCLE TI 54 ON PAGE 30 FOR FURTHER INFORMATION

EVERY SYMBOL TELLS A SUCCESS STORY.

Over twenty years ago when we organised our first exhibition we created an individual and unique identifying symbol.

Every exhibition that followed was coded with its own symbol.

The symbols produced over the years illustrate the wide variety of different industries in which ITF are involved.

ITF are now the world's largest independent exhibition organisers, and provide a total service to industry; total professionalism is planning; in promoting visitor attendance; specialised teams for every exhibition, consultation with industry advisory groups.

All part of the ITF service that brings top calibre buyers and visitors to each exhibition, giving exhibitors every facility and the freedom to concentrate on the real business of successful selling.

These are the hallmarks of an ITF exhibition.

ITF events reflect industry's needs and can be either small highly-specialised events, major public shows, or huge international exhibitions anywhere in the country. ITF's programme also encompasses British Industrial Exhibitions, organised for the BOTB in many overseas centres, including Caracas, Kuala Lumpur, Jakarta, Shanghai, São Paulo, Peking, Buenos Aires and Bucharest. The next such event will be held in Mexico City in November, 1978.

Industrial and Trade Fairs Limited, Head Office: Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG. *Telephone* 021-705 6707. *Telex* 337073. *Cables* Indatfa Solihull. *London Office* 9 Argyll Street, London W1V 2HA *Telephone* 01-437 1622.

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THE SYMBOL OF GOOD BUSINESS.

Member aeo Association of Exhibition Organisers

3 MISSIONS

Where BOTB support is planned or under consideration

INWARD MISSIONS

Overseas Visitors' Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, tel. 01-248 5757 ext. 463.

Uruguay, January 1978: Cattle. Hereford Herd Book Society (J. A. Morrison 0432 2057/8).

Egypt, January 1978: Textile machinery. British Textile Machinery Association (H. E. Smallwood 061-834 2991).

USA, February 1978: Wool. International Wool Secretariat (J. E. Madden 01-930 7300).

Italy, February 1978: Foodstuffs: British Food Export Council (P. C. Platten 01-480 6594/5).

Netherlands, February 1978: Footwear. British Footwear Manufacturers Federation (P. Cowling 01-437 5573)

France, March 1978: Electronic components. Electronic Components Industry Federation (P. Costley 01-437 4127).

South Africa, March 1978: Construction equipment. British Overseas Trade Board (H. Finch 01-248 5757 ext. 379).

Sweden, March 1978: Machine tools. Machine Tool Trades Association (H. E. Wallace 01-402 6671).

Global, March/April 1978: Civil fixed radio communications. Electronic Engineering Association (F. Sherry 01-437 0678).

Global, March/April 1978: Air Force/Navy communications. Ministry of Defence (Col. P. Griffin 01-218 0395).

Global, March/April 1978: Army communications. Ministry of Defence (Col. P. Griffin 01-218 0395).

Global, March/April 1978: Switching and transmission equipment. Telecommunications' Engineering and Manufacturing Association (C. L. Metcalfe 01-828 7965).

Global, April 1978: Security equipment and systems. British Security Industry Association (J. E. Forbat 01-389 4400).

France, April 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Japan, April 1978: Fashionwear. Clothing Export Council (T. P. Randle 01-739 9744).

Czechoslovakia, April 1978: Machine tools. Machine Tool Trades Assocation (H. E. Wallace 01-402 6671).

Canada, May 1978: Machine tools. Machine Tool Trades Association (H. E. Wallace 01-402 6671).

Nigeria, May 1978: Brewery equipment. Allied Brewery Traders Association (J. Ingoldby 01-691 3950).

Australia, June 1978: Hand tools. Federation of British Hand Tools Manufacturers (W. R. Eccles 0742 663084).

Western Europe, June 1978: Confectionery and biscuits. British Food Export Council (P. C. Platten 01-480 6594/5).

Korea, June/July 1978: Book publishing. Book Development Council (Miss O. Checkley 01-580 6321).

Czechoslovakia, June/July 1978: Book publishing. Book Development Council (Miss O. Checkley 01-580 6321).

Korea, September 1978: Machine tools. Machine Tool Trades Association (H. E. Wallace 01-402 6671).

Belgium, September 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Scandinavia, September 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Austria, October 1978: Hand tools. Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084).

Germany: Golf courses. British Overseas Trade Board (H. Sharp 01-248 5757 ext. 361).

France: Kitchen furniture. Kitchen Furniture Manufacturers Association (P. Kynaston 024 03 21431).

OUTWARD MISSIONS

Africa

1978

Nigeria 9-20 January 1978. Agricultural Engineers' Association (E. Lanning, 01-828 7973). FPB contact P. Crowe ext. 325. Cut off date passed.

Nigeria 29 January-9 February 1978. Scottish Council Development and Industry (Miss M. Bell 031-225 7911). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 4-26 February 1978. Merseyside Chamber of Commerce (P. H. Hordley 051-227 1234). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria, Ghana 12 February-2 March 1978. Birmingham Chamber of Commerce. (T. L. Edgar 021-454 6171). FPB contact P. Crowe ext. 325. Cut off date passed.

Kenya, Zambia, Tanzania 25 February-11 March 1978. Glasgow Chamber of Commerce (A. Duncan 041-204 2121). FPB contact Ms P. A. Norfield ext. 7092. Cut off date passed.

South Africa 26 February-11 March 1978. Bristol Chamber of Commerce (Mrs B. Childs Bristol 37081). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 4-19 March 1978. London Chamber of Commerce (J. R. Muir 01-248 4444). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria, Ghana 6-22 March 1978. Cardiff Chamber of Commerce (R. C. Smale Cardiff 21648). FPB contact P. Crowe ext. 325. Cut off date passed.

Nigeria 29 March-12 April 1978. Building Materials Export Group. (Miss J. Tomlinson 01-636 6920). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 1-19 April 1978. Scottish Council Development and Industry (D. S. Reid 031-225 7911). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 22 April-5 May 1978. Federation of Sussex Industries (Mrs N. Potter Brighton 26282). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 6-21 May 1978. Engineering Industries Association (Miss V. A. How 01-863 9188). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Kenya, Tanzania 12-26 May 1978. Leicester Chamber of Commerce (L. Green Leicester 27171), FPB contact Ms P. A. Norfield ext. 7092. Cut off date passed.

Nigeria 15-26 May 1978. North of England Development Council (A. Wilson Stockton-on-Tees 612525). FPB contact P. Crowe ext. 325. Cut off date passed.

Ivory Coast 20-27 May 1978. Merseyside Chamber of Commerce and Industry (P. H. Hardley 051-227 1234). FPB contact Ms P. A. Norfield ext. 7092. Cut off date 31.1.78.

Nigeria 11-22 June 1978. British Refrigeration and Air Conditioning Association. FPB contact P. Crowe ext. 325. Cut off date

Nigeria 1-14 July 1978. Birmingham Engineering and Building Centre (Miss J. Tomlinson 021-643 1914). FPB contact P. Crowe ext. 325. Cut off date 26.2.77.

Nigeria, Ghana 6-27 September 1978. Engineering Industries Association (Col E. Scott 01-863 9188). FPB contact P. Crowe ext. 325. Cut off date 10.4.78.

Ivory Coast, Liberia September 1978. London Chamber of Commerce and Industry (J. Muir 248 4444). FPB contact Ms P. A. Norfield ext. 7092. Cut off date 15.5.77.

Gabon, Cameroon September 1978. Birmingham Chamber of Industry and Commerce (T. L. Edgar 021-454 6171). FPB contact Ms P. A. Norfield ext. 7092. Cut off date 15.5.78.

Nigeria 2-13 October 1978. Northern Ireland Chamber of Commerce (G. Auret 0232 44113). FPB contact P. Crowe ext. 325. Cut off date 12.6.78.

Nigeria 23 October-4 November 1978. Westminster Chamber of Commerce (J. B. Turner 01-734 2851). FPB contact P. Crowe ext. 325. Cut off date 19.6.78.

Americas, including the Caribbean

1978

USA, Canada 5-18 January 1978. British Ceramic Manufacturers' Federation (N. Nelson Stoke-on-Trent 48631). FPB contact Miss L. E. Novell ext. 7204. Cut off date passed.

USA 21-26 January 1978. Birmingham Chamber of Industry and Commerce (T. A. Jackson 021-454 6171). FPB contact J. Henderson ext. 318. Cut off date passed.

USA, Canada 25-31 January 1978. Scottish Development Agency (W. R. V. Percy 031-343 1911). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA 6-15 February 1978. British Lapidary and Mineral Dealers' Association (M. Van Moppes Winchester 66235). FPB contact Miss L. E. Novell ext. 7204. Cut off date passed.

USA 9-16 February 1978. British Homesewing and Needlecrafts Council (I. G. Smith 0422 59161). FPB contact. R. Grindley ext. 7242. Cut off date passed.

Reconnaissance Mission, Panama (Colon Free Zone). 13-17 February 1978. London Chamber of Commerce (J. M. Worsley 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date 14.11.77.

Mexico 17 February-3 March 1978. London Chamber of Commerce (M. Worsley 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Trinidad, Venezuela 18 February-4 March 1978. Birmingham Chamber of Industry and Commerce (B. Carnes 021-454 6171). FPB contact Miss A. Woodward ext. 576. Cut off date passed.

Brazil, Venezuela 18 February-13 March 1978. Westminster Chamber of Commerce (J. Turner 01-734 2851). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Brazil (North-East and Centre-West) 21 February-8 March 1978. British Agricultural Export Council (D. Knapman 01-245 9819). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Canada, USA 26 February-3 March 1978. Scottish Development Agency (W. R. V. Percy 031-343 1911. FPB contact Miss L. E. Novell ext. 7204. Cut off date passed.

USA, Canada 1-14 March 1978. The Leather Institute (Mr B. Cox 01-407 1582). FPB contact J. E. Henderson ext. 318. Cut off date passed.

Brazil 14-25 March 1978. Gauge and Toolmakers Association (T. E. Williams High Wycombe 444 645). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Mexico 30 March-7 April 1978. Merseyside Chamber of Commerce (C. P. Mercier 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

USA, Canada 1-17 April 1978. Engineering Industries Association (Col. R. E. Scott 01-863 9188). FPB contact Miss M. Thorogood ext. 7094. Cut off date passed.

Argentina, Paraguay, Uruguay 6-21 April 1978. London Chamber of Commerce and Industry (J. M. Worsley 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

USA 8-15 April 1978. Birmingham Chamber of Industry and Commerce (B. Carnes 021-454 6171). FPB contact J. Henderson ext. 318. Cut off date passed.

Canada (East) 10-22 April 1978. Canada/U.K. Chamber of Commerce (J. W. Webber 01-930 2794). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA, Canada 17-28 April 1978. Bradford Chamber of Commerce (M. A. Sewell Bradford 20166). FPB contact R. Grindley ext. 7242. Cut off date passed.

USA 24-29 April 1978. Manchester Chamber of Commerce (E. Tomlinson 061-832 5574). FPB contact Miss. L. E. Novell ext. 7204. Cut off date passed.

USA 24 April-5 May 1978. North of England Development Council (A. Wilson Stockton-on-Tees 612635) FPB contact R. Grindley ext. 7242. Cut off date passed.

Venezuela 5-10 June 1978. Federation of British Hand Tool Manufacturers (W. R. Eccles Sheffield 663084). FPB contact Ms A. V. Woodward ext. 576. Cut off date 6.2.78.

USA 10-17 June 1978. British Carpet Manufacturers Association (G. Davidson 01-839 2145). FPB contact J. E. Henderson ext. 318) Cut off date 10.2.78.

Brazil 27-30 June 1978. British Marine Equipment Council (D. E. Maxwell 01-247 7566). FPB contact A. V. Woodward ext. 576. Cut off date 27.2.78.

USA, Canada 7-21 May 1978. Shoe and Allied Trades Research Association (Miss J. Smith Kettering 3151). FPB contact J. E. Henderson ext. 318. Cut off date 16.1.78.

USA 5-18 May 1978. Association of British Oceanic Industries (M. Armstrong 01-930 1696). FPB contact R. D. Chapman ext. 7097. Cut off date passed.

USA 8-11 May 1978. London Chamber of Commerce. (G. Higgenbottom 01-248 444). FPB contact R. D. Chapman ext. 7097. Cut off date passed.

Argentina, Chile 13-27 May 1978. Birmingham Chamber of Commerce (B. Carnes 021-3454 6171). FPB contact Ms A. V. Woodward ext. 576. Cut off date 31.1.78.

Venezuela 5-10 June 1978. Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084). FPB contact Ms A. V. Woodward ext. 576. Cut off date

Canada 4-14 July 1978. British Agricultural Export Council (D. Knapman 01-245 9819). FPB contact Miss M. Thorogood ext. 7094. Cut off date 26.1.78.

Mexico 17-19 July 1978. C.B.M.P.E. (R. Black 01-637 8841). FPB contact Ms A. V. Woodward ext. 576. Cut off date

Venezuela 1-15 September 1978. Merseyside Chamber of Commerce. (P. H. Hordley 015-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date 31.3.78.

Mexico 18-30 September 1978. North of England Development Council (A. Wilson Stockton-on-Tees 612525). FPB contact Ms A. V. Woodward ext 576. Cut off date 30.4.78.

Caribbean 25-29 September 1978. London Chamber of Commerce and Industry. (J. M. Worsley 01-248 4444). FPB contact Miss A. Woodward ext. 576. Cut off date 26.5.78.

Asia (Far East) 1978

Hong Kong, Japan (Hong Kong 7-15 January; Japan 16-26 January) 7-26 January 1978. British Menswear Guild (P. A. McGrath 01-434 1894). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Hong Kong, Japan (Hong Kong 7-15 January; Japan 16-26 January) 7-26 January 1978. British Knitting Export Council (A. R. Bicknell 01-734 6277). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Malaysia, Thailand 31 January-7 February 1978. Defence Manufacturers Association (Col. J. Jack Guildford 35355). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Korea (Republic of South Korea) 13-23 February 1978. Society of Motor Manufacturers and Traders (J. F. Nason 01-235 7000). FPB contact J. Ackroyd ext. 7317. Cut off date 6.12.77.

Singapore, Malaysia, Hong Kong 12-24 February 1978. British Health-Care Export Council (J. Harris 01-580 7912). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Hong Kong, Japan (Hong Kong 13-19 February; Japan 19 February-2 March) 13 February-2 March 1978. Scottish Council Development and Industry. (D. Reid 031-225 7911). FPB contact J. Ackroyd ext. 7317. Cut off date passed.

Singapore 15 February-4 March 1978. Association of British Oceanic Industries (M. Armstrong 01-930 1696). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Singapore 18-25 February 1978. Dundee and Tayside Chamber of Commerce (J. Aitken Dundee 22122). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Hong Kong, Singapore (3-11 March; 11-18 March) 3-18 March 1978. Engineering Industries Association (Col. R. E. Scott 01-863 9183). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Japan, Hong Kong 6-23 March 1978. Coventry Chamber of Commerce (A. Durham 0203 51777). FPB contact J. Ackroyd ext. 7317. Cut off date passed.

Japan 11-25 March 1978. Merchant Converters Association (R. J. Townley 01-637 3434). FPB contact J. Ackroyd ext. 7317. Cut off date passed.

Hong Kong, Japan 12-23 March 1978. Ship and Boat Builders National Federation (A. D. Hough Weybridge 54511). FPB contact J. Ackroyd ext. 7317. Cut off date passed.

Japan 13-24 March 1978. British Carpet Manufacturers Association (G. H. Davidson 01-839 2145). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Japan, Korea (Republic of South Korea) 30 March-15 April 1978. Association of Learned and Professional Society Publishers (L. Morelli 01-253 9999). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Singapore, Malaysia, Hong Kong 31 March-20 April 1978. South Wales Exporters Club. (C. Blanch Cardiff 885701). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan, Hong Kong 10-24 May 1978. British Food Export Council (R. Woodruff 01-480 6594). FPB contact J. Ackroyd ext. 7317. Cut off date 13.1.78.

Singapore, Malaysia (16-22 April; 22-29 April) 15-29 April 1978. Birmingham Chamber of Industry and Commerce (C. J. Harvey 021-454 6171). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Singapore, Malaysia 28 April-12 May 1978. Walsall Chamber of Commerce and Industry (N. E. Turner Walsall 25671). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Singapore, Malaysia 2-16 June 1978. London Chamber of Commerce and Industry (E. M. MacDonald 01-248 4444). FPB contact P. A. Greig ext. 7099. Cut off date not yet arranged.

Japan 10-24 June 1978. Birmingham Engineering and Building Centre (D. W. Perkins 021-643 1914). FPB contact J. Ackroyd ext. 7317. Cut off date 31.1.78.

Indonesia, Singapore, Hong Kong (Indonesia 10-18 May; Singapore 18-25 May; Hong Kong 25-31 May 1978). Building Materials Export Group (Mr Maynard 01-636 6920). FPB contact P. A. Greig ext. 7099. Cut off date 10.1.78.

Philippines 12-27 May 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley 051-227 1234). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan 20 May-2 June 1978. Society of Motor Manufacturers and Traders (J. Nason 01-235 8000). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Japan 5-18 July 1978. Export Council for the British Jewellery and Giftware Federation (J. W. F. McConnell 01-666 2451). FPB contact R. I. Elliott ext. 360. Cut off date 3.3.78.

Philippines, Thailand 29 September-14 October 1978. Agricultural Engineers Association (E. C. Lanning 01-828 7973/6). FPB contact P. A. Greig ext. 7099. Cut off date 30.5.77.

Korea (Republic of South Korea) 9-21 October 1978. London Chamber of Commerce and Industry (E. M. MacDonald 01-248 4444). FPB contact J. Ackroyd ext. 7317. Cut off date 5.6.78.

Hong Kong, Singapore 9-26 October 1978. Export Association of Nottingham (Mrs B. A. Paling Nottingham 293360). FPB contact R. I. Elliott ext. 360. Cut off date 9.6.78.

India 21 October-5 November 1978. Engineering Industries Association (Col. R. E. Scott 01-863 9188). FPB contact P. A. Greig ext. 7099. Cut off date 22.5.78.

Korea (Republic of South Korea) 13-23 November 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley 051-227 1234). FPB contact J. Ackroyd ext. 7317. Cut off date 11.7.78.

Asia (Middle East) 1978

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 6-26 January 1978. Building Materials Export Group (A. Maynard 01-636 6920). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Iran, Iraq 13-27 January 1978. Coventry Chamber of Commerce (A Durham Coventry 51777). FPB contact J. M. Milne ext. 602. Cut off date passed.

Egypt 20-27 January 1978. Birmingham Engineering and Building Centre (D. W. Perkins 021-643 1914). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Saudi Arabia 22 January-3 February 1978. Dundee and Tayside Chamber of Commerce (C. W. Simms Dundee 22122). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 3-23 February 1978. Manchester Chamber of Commerce (D. M. Arrandale 061-832 5574). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Iran, Kuwait 10-22 February 1978. Northern Ireland Chamber of Commerce (B. Chalmers Belfast 34488). FPB contact J. M. Milne ext. 602. Cut off date passed.

Egypt 18-25 February 1978. Gauge and Toolmakers Association (T. E. Williams High Wycombe 444645). FPB contact J. M. Milne ext. 602. Cut off date passed.

Yemen, Arab Republic 18 February-1 March 1978. London Chamber of Commerce (M. F. Petheram 01-248 4444). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Gulf 26 February-1 March 1978. British Knitting Export Council (A. R. Bicknell 01-734 6277). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Saudi Arabia 3-16 March 1978. Scottish Council Development and Industry (J. D. Anderson 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date passed.

Kuwait, Bahrain, Qatar, Oman, Abu Dhabi, Dubai. 3-17 March 1978. Kent and Sussex Exporters Club (T. P. Veitch Tunbridge Wells 22048). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Iran 10-17 March 1978. Leicester and County Chamber of Commerce (A. H. Green Leicester 27171). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 31 March-11 April 1978. Leicester Chamber of Commerce (A. Green Leicester 27171). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 31 March-20 April 1978. British Furniture Manufacturers Federated Associations (J. Diab 01-580 6300). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Lebanon, Syria, Iraq, Jordan, Iran, Greece Spring 1978. Association of British Pharmaceutical Industry (D. G. Nodder 01-734 9061). FPB contact J. M. Milne ext. 602. Cut off date passed.

Egypt 8-15 April 1978. Coventry Chamber of Commerce (A. Durham Coventry 51777). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 14-27 April 1978. Westminster Chamber of Commerce (J. Turner 01-734 2851). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Lebanon, Syria, Jordan 18 April-2 May 1978. Slough and District Chamber of Commerce (B. W. Goodyear Slough 33633). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

FPB contact

Names and telephone extensions are given against each item for the contact at Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU.

01-248 5757

3 MISSIONS
Where BOTB support is planned or under consideration

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 23 April-16 May 1978. Leeds Chamber of Commerce (C. Wilson Leeds 30491). FPB contact J. M. Milne ext. 602. Cut off date passed.

Egypt, Lebanon 30 April-11 May 1978. London Chamber of Commerce and Industry (M. Petheram 01-248 4444). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Iran 12-19 May 1978. Birmingham Chamber of Industry and Commerce (G. Ashmore 021-454 6171). FPB contact J. M. Milne ext. 602. Cut off date passed.

Lebanon, Iran, Iraq 25 May-16 June 1978. Engineering Industries Association (Col. R. E. Scott 01-863 9188). FPB contact J. M. Milne ext. 602. Cut off date passed.

Cyprus, Lebanon, Jordan 17 September-1 October 1978. Birmingham Chamber of Commerce (G. Ashmore 021-454 6171). FPB contact P. G. H. Robinson ext. 7314. Cut off date 15.5.78.

Egypt 29 September-5 October 1978. Scottish Council Development and Industry (Miss M. Bell 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date not yet arranged.

Iran 20-27 October 1978. Merseyside Chamber of Commerce. (R. H. Hordley 051-227 1234). FPB contact J. M. Milne ext. 602. Cut off date not yet arranged.

Syria October 1978. Edinburgh Chamber of Commerce (D. M. Mowat 031-225 5851). FPB contact J. M. Milne ext. 602. Cut off date 23.6.78.

Iran 4-16 November 1978. Cardiff Chamber of Commerce and Industry (R. C. Smale Cardiff 21648). FPB contact J. M. Milne ext. 602. Cut off date 30.6.78.

Iran 1-8 December 1978. London Chamber of Commerce (M. Petheram 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date 21.7.78.

Australasia
1978

Australia, New Zealand 26 January-1 March 1978. Irish Linen Guild (M. Elsen 01-616 1794). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 27 January-17 February 1978. Council of British Manufacturers of Petroleum Equipment (R. R. Lack 01-637 8841). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 6-17 February 1978. North of England Development Council (A. Wilson Stockton-on-Tees 612525). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 20 February-12 March 1978. North Staffordshire Chamber of Commerce and Industry (J. Glover Stoke-on-Trent 44731). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 27 February-17 March 1978. Northern Ireland Chamber of Commerce (W. C. S. Wilson Belfast 34488). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 1-10 March 1978. British Food Export Council (R. Woodruff 01-480 6594). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 12-25 March 1978. Birmingham Chamber of Industry and Commerce (G. Ashmore 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 1-22 April 1978. London Chamber of Commerce (Miss D. Wright 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 29 April-19 May 1978. Society of Motor Manufacturers and Traders (K. Wallis 01-235 7000). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 7-21 May 1978. British Jewellery and Giftware Federation (J. W. McConnell 01-606 0871). FPB contact Mrs W. M. MacIver ext. 7093). Cut off date passed.

Australia, New Zealand 17 May-8 June 1978. The Scottish Council Development and Industry (J. Anderson 031-225 7911). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 17.1.78.

Australia, New Zealand June 1978. Development Corporation for Wales (M. Lewis Cardiff 21208). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 1.2.78.

Australia, New Zealand 8-29 July 1978. Hardware Manufacturers Association (M. Reading Amersham 21431). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 8.3.78.

Australia, New Zealand 22 July-10 August 1978. Ship and Boatbuilders National Federation (A. D. H. Hough Weybridge 54511). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 22.3.78.

Australia, New Zealand 22 July-12 August 1978. Kent and Sussex Exporters Club (T. Veitch Tunbridge Wells 23039). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 22.3.78.

Australia, New Zealand 5-29 August 1978. Luton, Dunstable and District Chamber of Commerce (H. H. Gore Luton 23456-7). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 5.4.78.

Australia 23 August-12 September 1978. Gauge and Toolmakers Association (A. R. Smith High Wycombe 444645). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 24.4.78.

Australia, New Zealand 9-30 September 1978. Engineering Industries Association (Col. R. E. Scott 01-863 9188). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 9.5.78.

Australia, New Zealand 10 September-2 October 1978. Merchant Converters Association (R. J. Townley 01-637 3434). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 10.5.78.

Australia and New Zealand 7-28 October 1978 Coventry Chamber of Commerce (R. Millington Coventry 51777). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 7.6.78.

Australia, New Zealand 21 October-11 November 1978. Dundee and Tayside Chamber of Commerce. (C. W. Simms Dundee 22122). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 21.6.78.

Australia, New Zealand 28 October-18 November 1978. Westminster Chamber of Commerce (J. Turner 01-734 2851). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 28.6.78.

Australia 4-25 November 1978. Walsall Chamber of Commerce and Industry (N. E. Turner Walsall 25671). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 4.7.78.

Australia 11 November-2 December 1978. East London and South West Essex Export Club (Mrs J. M. Clarkson 01-606 6551). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 11.7.78.

Australia, New Zealand 25 November-12 December 1978. Merseyside Chamber of Commerce and Industry (P. Hordley 051-227 1234). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 25.7.78.

Europe
1978

FINLAND 27-31 January 1978. British Footwear Manufacturers Federation (P. Cowlins 01-437 5573). FPB contact Miss L. M. O'Brien ext. 7207.

USSR 27 February-3 March 1978. The North of England Development Council (A. Wilson Stockton-on-Tees 612525). FPB contact H. Giles ext. 7213. Cut off date passed.

Netherlands February-March 1978. Scottish Development Agency. (W. Percy 031-343 1911). FPB contact Ms P. A. Norfield ext. 7092. Cut off date passed.

USSR April 1978. Birmingham Chamber of Industry and Commerce (Mr Taylor 021-454 6171). FPB contact H. Giles ext. 7213. Cut off date passed.

Finland 10-14 April 1978. Scottish Council for Development and Industry (Miss M. Bell 031-225 7911). FPB contact Miss L. M. O'Brien ext. 7207. Cut off date passed.

Finland June 1978. North of England Development Council (A. Wilson 0642 612525). FPB contact Miss L. M. O'Brien ext. 7207. Cut off date 13.1.78.

USSR 4-9 June 1978. Luton Chamber of Commerce (P. A. Locke, Luton 23456). FPB contact H. Giles ext. 7213. Cut off date 4.2.78.

USSR 18-22 September 1978. Leicester and County Chamber of Commerce (C. J. Iliffe Leicester 27171). FPB contact H. Giles ext. 7213. Cut off date 18.5.78.

USSR 24-28 October 1978. Manchester Chamber of Commerce (S. C. Butler 061-832 5574). FPB contact H. Giles ext. 7213. Cut off date 24.6.78.

4 OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

General
1978

KHARTOUM: First International Fair of Khartoum. 19-27 January 1978.

LYONS: International Trade Fair. 1-10 April 1978.

MARSEILLES: International Spring Fair. 7-17 April 1978.

METZ: International Spring Fair. 15-23 April 1978.

SAUDI ARABIA: International Trade Fair. 15-29 March 1978.

VIENNA: International Trade Fair (Spring). March 1978.*

UTRECHT: International Trade Fair (Spring). March 1978.*

LILLE: International Trade Fair. 14-24 April 1978.

SAARBRUCKEN: International Saar Fair. April 1978.*

MILAN: International Samples Fair. 14-23 April 1978.*

GRAZ: Spring Fair. 20 April-7 May 1978.*

BORDEAUX: International Trade Fair. 20-29 May 1978.

PARIS: International Trade Fair (Foire de Paris). 29 April-5 May 1978.

PADUA: Padua International Fair. May/June 1978.*

TEL AVIV: International Trade Fair. 18 May-3 June 1978.

CAPE TOWN: International Consumer Good Fair (Design for Living). 25 May-3 June 1978.

CYPRUS: 3rd International (State) Fair. 26 May-11 June 1978.

BARCELONA: International Trade Fair. 2-11 June 1978.

ISMIR: International Trade Fair. 20 August-20 September 1978.*

MARSEILLES: International Autumn Fair. 22 September-2 October 1978.

SALONIKA: 43 Thessaloniki Trade Fair T.I.F. '78. 10-24 September 1978.

STRASBOURG: International Trade Fair. 7-18 September 1978.

UTRECHT: International Trade Fair (Autumn). September 1978.*

VIENNA: International Trade Fair (Autumn). September 1978.*

BERLIN: German Industries Exhibition: 16-24 September 1978.†

GRAZ: Autumn Fair. 30 September-8 October 1978.*

METZ: International Autumn Fair (Expofim). 30 September-9 October 1978.

DUSSELDORF: IKM – Capital Goods Exhibition for Small and Medium Sized Manufacturers, Craftsmen and Trade. 6-10 October 1978.

1979

LYON: International Trade Fair. March 1979.

UTRECHT: International Spring Fair. March 1979.

METZ: International Spring Fair. March 1979.

MARSEILLES: International Spring Fair. March 1979.

LILLE: International Trade Fair. April 1979.

BORDEAUX: International Trade Fair. May 1979.

PARIS: International Trade Fair (Foire de Paris). May 1979.

METZ: International Industrial Goods Fair (Equipex). June 1979.

METZ: International Autumn Fair. October 1979.

Agriculture, forestry, fishing and agricultural machinery

1978

BERLIN: International Green Week. 27 January-5 February 1978.*

COLUSA, CA: 13th Colusa Orchard and Farm Equipment Show. February 1978.

TULARE: California Farm Equipment Show. 14-16 February 1978.

PARIS: Leisure Power Cultivation. 5-12 March 1978.

DUBAI: Middle East Farming Exhibition '78. 30 April-6 May 1978.

NOVI SAD: International Agricultural Fair. May 1978.

MUNICH: Exhibition of the Technology of Forestry and Forest Industries (Interforst). 30 May-4 June 1978.

KLAGENFURT: Austrian Timber Fair. August 1978.*

VANCOUVER: Forest Industries Equipment Exhibition. September 1978.

PORTUGAL: Agricultural and Allied Industries International Fair (Filagro '78). November 1978.

LIMA, PERU: Equipment and Machinery for the Forestry Industry (Technoforest). 3-12 November 1978.

1979

PARIS: Leisure Power Cultivation Show. March 1979.

Aircraft and aeronautical equipment

1978

ROME: International Exhibition of Electronics, Nuclear Energy and Aerospace Technologies. 10-19 March 1978.

TOULOUSE: Aeronautical and Space Exhibition. 22-25 June 1978.

ST LOUIS: 31st National Business Aircraft Exhibition. 12-14 September 1978.

Books and periodicals

1978

MONTREAL: International Book Fair. April 1978.

NICE: International Book Festival. 5-10 May 1978.

BELGRADE: International Book Fair. October 1978

1979

NICE: International Book Festival. May 1979.

BELGRADE: International Book Fair. October 1979.

Building, public works and construction equipment

1978

LAS VEGAS: Concrete and Aggregate Convention. 21-25 January 1978.

VERONA: International Earth Moving and Construction Equipment Exhibition (Samoter). February 1978.

BUDAPEST: Construma (International Building Industry Exhibition). 14-19 April 1978.

TEL AVIV: Municipal Services and Public Works Exhibition (Munex). 13-17 March 1978.

SALONIKA: 6th International Fair of Marbles, Minerals, Building Materials Equipment (Marmin '78). 26-31 May 1978.

ROTTERDAM: Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie). September 1978.

BUCHAREST: Construction Testing Apparatus (Testing '78). 26-29 September 1978.

BOLOGNA: International Building Exhibition. October 1978.

DUBAI: International Exhibition for Construction Equipment. October-November 1978.

BAHRAIN: Construction Industry Equipment (Arab-build '78). 26-30 November 1978.

Chemicals and allied industries, including plastics and rubber

1978

BOMBAY: Chemical and Technical. 1978

STUTTGART: Colour Chemists Exhibition (FARBE). 23-26 February 1978.

BUCHAREST: Romplast. 4-7 April 1978.

ZAGREB: International Plastics and Rubber Exhibition (Plastex). 17-23 April 1978.

MILWAUKEE: Off Highway Vehicle Exposition. September 1978.

TORONTO: Canadian Chemical and Process Equipment Exhibition. September 1978.

BARCELONA: International Chemical Exhibition (Epoxquima). 21-30 November 1978.

1979

SALONIKA: International Plastics Exhibition. 12-19 May 1979.

NEW YORK: Exposition of Chemical Industries. December 1979.

Clothing

1978

COLOGNE: International Men's Fashion Week. February 1978.

LAS VEGAS: 63rd Annual Convention and Trade Show of the Menswear Retailers of America. February 1978.

PARIS: International Fur Trade Exhibition. 8-12 April 1978.

BERLIN: Fashion Week (including Interchic). April 1978.*

VIENNA: Ladies' Fashion Show. April 1978.*

ZURICH: International Fashion Show (Modexpo). April 1978.

MUNICH: International Fashion Week. 2-6 April 1978.*

BAGHDAD: Ready Made Clothing. 7-16 April 1978.

WIESBADEN: International Millinery Trade Fair (Interhut). June 1978.*

BERLIN: Fashion Week (including Interchic). October 1978.*

VIENNA: Ladies' Fashion Show. October 1978.*

THESSALONIKA: Hellenic Fashion Fair. 2-5 October 1978.

ZURICH: International Fashion Show (Modexpo). October 1978.

MUNICH: International Fashion Week. 1-5 October 1978.*

WIESBADEN: International Millinery Trade Fair (Interhut). November 1978.*

1979

PARIS: International Fur Trade Exhibition. March 1979.

Display and shop equipment

1979

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). November 1979.

Engineering, electrical and electronic, including radio and television

1978

BUCHAREST: Electronic Components. 21-24 February 1978.

BUCHAREST: Electronic Equipment. 28-31 March 1978.

BUCHAREST: Electrical Engineering. 11-14 April 1978.

CALIFORNIA, SAN MATEO: Semicon West 1978. May 1978.

PLOVDIV: Domestic and Industrial Electronic Equipment. May/June 1978.

NEW YORK: National Electronic Packaging and Production Conference (Nepcon East). June 1978.

SINGAPORE: South-East Asia Electronics Convention (Seacon). 9-15 July 1978.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). 22-26 September 1978.

PHILADELPHIA: Instrument Automation Conference and Exhibition (ISA). October 1978.

UTRECHT: Elektrotechniek Fair. 9-14 October 1978.

1979

PARIS: International Audio Visual and Communications Exhibition. January 1979.

SALONIKA: International Engineering Exhibition. 12-19 May 1979.

CANNES: Market for Vidocassette Programmees and Equipment (Vidcom). September 1979.

TORONTO: International Electronics Exposition. September 1979.

4 OTHER OVERSEAS FAIRS

Engineering, other

1978

BASLE: Eurotunnel '78. 28 February-3 March 1978.

BILBAO: International Machine Tools Trade Fair. March 1978.

BUCHAREST: Welding '78. 7-10 March 1978.

BASLE: International Powder Technology and Bulk Solids Exhibition and Conference (Powtech '78). 7-10 March 1978.

PARIS: International Woodworking Machinery Exhibition (Expobois). 31 March-5 April 1978.

ZURICH: 6th International Power Transmission Exhibition. March/April 1978.

PHILADELPHIA: SME International Tool and Manufacturing Exposition and Engineering Conference. April 1978.

YEREVAN: Exhibition of Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials. May 1978.

BAGHDAD: Hand Tools Equipment. 1-10 May 1978.

TOKYO: International Mechanical Handling Exhibition. June 1978.

DUBLIN: Engineering Ireland '78. 27-30 September 1978.

LIMA, PERU: Andean Pact Metal-Mechanical Industry (Andimec). 3-12 November 1978.

LIMA, PERU: Mining Equipment and Machinery (Tecnomin). 3-12 November 1978.

Foodstuffs, food machinery, hotel and catering equipment

1978

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). 11-15 February 1978.

BRUSSELS: European Professional Fair for Industry and Handicraft of Bakery. February 1978.

TOKYO: International Food Exhibition. March 1978.

TOKYO: International Hotel and Restaurant Show. March 1978.

BARCELONA: International Food Fair. 8-14 April 1978.

SALONIKA: 3rd International Fair of Food, Beverages, Equipment (DE Trop '78). 14-19 April 1978.

STUTTGART: International Trade Fair for the Hotel, Catering and Bakery Trades (Intergastra). April 1978.†

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. May 1978.

TOKYO: International Frozen Foods Industry Exhibition. June 1978.

MUNICH: International Food Industry Trade Fair (IKOFA). 14-20 September 1978.

PARIS: Food Manufacturing Processing — International Exhibition. 13-19 November 1978.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic). 13-20 November 1978.

Furniture, furnishings, household equipment and hardware

1978

DUBAI: Middle East Furniture and Furnishings Exhibition '78. 5-11 February 1978.

PARIS: International Arts of Home-making (Art Menagers). 4-13 March 1978.

PARIS: Exhibition of Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). 31 March-5 April 1978.

MILAN: 6th International Exhibition of Semi-finished products and Accessories for Furniture, Upholstered Furniture and for the Woodworking Industry (Sasmil). 13-20 May 1978.

OPORTO: Furniture and Decorating Show (Expomovel). 19-28 May 1978.

TEHRAN: International Furniture and Decoration Fair, 20-26 June 1978.

MILAN: International Household Goods and Hardware Exhibition (Macef). September 1978.

BASLE: International Trade Fair for Hardware, Tools, Household and Technical Toys (Interferex). 3-5 September 1978.

SALONIKA: International Fair of Furniture, Decoration Equipment (Furnidec '78). 10-15 November 1978.

BELGRADE: International Fair of Furniture, Accessories and Interior Decoration. November 1978.

1979

PARIS: International Arts of Home-Making Exhibition (Arts Menagers). February 1979.

Gas and oil extraction and distribution including offshore activities

1978

BUCHAREST: Technique of Fluids. 31 January-3 February 1978.

BUCHAREST: (Geophysics) Measurement and Control Apparatus used in Oil Well Drilling and Geophysical Research. 14-17 February 1978.

1979

LOS ANGELES: 6th Annual Oil Spill Conference and Instrumentation Equipment and Supplies Exposition. March 1979.

Heating and ventilating

1978

UTRECHT: International Heating and Ventilating Exhibition. 8-14 March 1978.

BUCHAREST: Air Conditioning and Ventilation. 30 May-2 June 1978.

ZURICH: International Heating, Air Conditioning and Sanitation Exhibition. Spring 1978.

STOCKHOLM: Heating, Ventilating, Sanitary and Plumbing Fair (VVS-'78). 19-24 May 1978.

TOKYO: International Heating, Air Conditioning and Sanitary Engineering Exhibition. October 1978.

Horticulture and horticultural equipment

1978

KARLSRUHE: Trade Exhibition for Commercial Horticulture (Technik im Gartenbau). September 1978.†

Hospital, medical, surgical and dental equipment

1978

BUCHAREST: General Medicine (Medicine '78). 21-24 March, 1978.

OYONNAX: International Exhibition of Optical Equipment (Silmo). 27 April-1 May 1978.

USA: International Society for Medical Technology Biennial Meeting and Exhibition. June 1978.

MADRID: Dental Exhibition (Expodent). 25-30 September 1978.

1979

1979
SINGAPORE: International Medical and Hospital Equipment Exhibition and Conference (Medic-Asia). 20-24 March 1979.

NUREMBERG: International Orthopaedic Technology Congress and Exhibition. 23-26 May 1979.

Jewellery and giftware

1978

PARIS: Exhibition of Art Manufactures (Ateliers d'Art). 11-16 January 1978.

SYDNEY: Centerpoint – 8th International Gift Trade Fair. 19-23 February 1978.

PARIS: Exhibition of Art Manufactures (Ateliers d'Art). 7-12 September 1978.

1979

PARIS: Exhibition of Commercial and Professional Art Manufacturers (Ateliers d'Art). January 1979.

Laundry and allied services

1978

TORONTO: Canadian Launderers' and Dry Cleaners' Show and Car Wash Exposition. 3-5 October 1978.

Leather, leather goods and fur

1978

PARIS: Leathergoods and Luggage Exhibition. January 1978.

PIRMASENS: Leather Week. 9-11 7May 1978.*

OFFENBACH: International Leathergoods Fair. August 1978.*

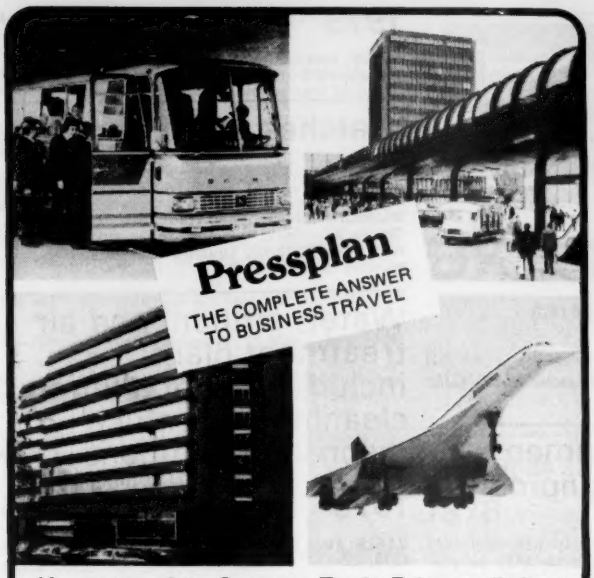
PIRMASENS: Leather Week. 7-9 November 1978.*

1979

PARIS: Leathergoods and Luggage Exhibition. January 1979.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).



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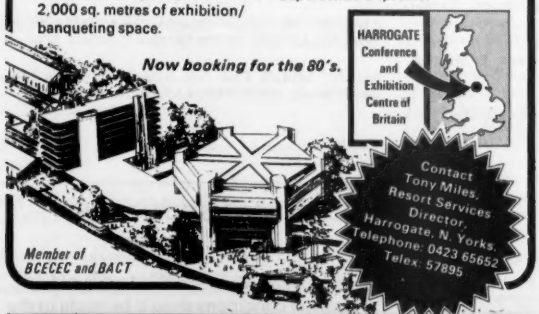
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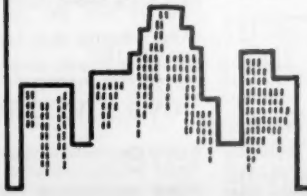

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Illinois 60608
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Telex: 254791

ENCIRCLE TI 52 ON PAGE 30 FOR FURTHER INFORMATION

4 OTHER OVERSEAS FAIRS

Motor vehicles, motor cycles and cycles

1978

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment. January 1978.

TORONTO: Automobile Show. February 1978.

GENEVA: International Motor Show. 2-12 March 1978

BELGRADE: International Motor Show. April 1978.

BUCHAREST: Auto-Service '78. 18-21 April 1978.

AMSTERDAM: International Commercial Vehicle Exhibition. May 1978.

1979

BELGRADE: International Motor Show. April 1979.

Office machinery and equipment

1978

VIENNA: International Office Organisation Exhibition (Ilfabo). May 1978.*

BRUSSELS: 22nd International Fair of Office Equipment and Data Processing (Bureau). September 1978.

STUTTGART: Office Equipment Trade Exhibition. 26-30 September 1978.

TEL AVIV: Office Machinery and Supplies, Reprography and Communications (Tim '78). 25-28 September 1978.

STUTTGART: Office Machinery and Office Furniture Exhibition (Das Moderne Buro). October 1978.†

ZAGREB: International Exhibition for Data Processing Systems and Office Equipment (Interbiro). 16-21 October 1978.

Packaging machinery and materials including containers

1978

TORONTO: International Materials Handling and Distribution Show. 1978.

BUCHAREST: Packaging Exhibition. 24-27 January 1978.

BARCELONA: Graphispack '78, International Printing, Packaging, Conditioning and Bottling Industries Exhibition. 3-12 March 1978.

TEL AVIV: Packaging Machinery, Equipment and Supplies Exhibition (Ispack '87). 25-28 September 1978.

PADUA: International Exhibition of Mechanical Handling., Storage, Distribution. October 1978.

BAHRAIN: Middle East Materials Handling Show. 22-25 October 1979.

Pottery and glass

1978

SYDNEY: Hilton Hotel, 1st International China and Glassware and Tableware Trade Fair. March 1978.

PARIS: International Exhibition of China, Pottery, Silverware, Glassware, Pewter and Stainless Steel (Sife). April 1978.

1979

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries, (SIFE). March 1979.

Printing, stationery and printing machinery

1978

PARIS: International Professional Stationery Exhibition (Sippa). 4-8 February 1978.

TEL AVIV: Isprint '78. 10-15 April 1978.

1979

PARIS: International Professional Stationery Exhibition (Sippa). February 1979.

Scientific instruments and nuclear equipment

1977

BUCHAREST: Laboratorul '78. 28 February-3 March 1978.

PARIS: French Physics Exhibition. December 1978.

1980

BORDEAUX: International Exhibition and Colloquimon on Nuclear Techniques and new Sources of Energy (Energiexpo). January 1980.

Ships and boats

1978

BRISBANE: 'Telegraph' Boat Show. September 1978.

FORT ADAMS, Newport, Rhode Island: Newport Annual International Sailboat Show. September 1978.

FRIEDRICHSHAFEN: International Boat Show (Interboot). 30 September-8 October 1978.

Sports goods and camping equipment, including caravans

1978

STUTTGART: International Exhibition for Caravans. Motors and Tourism (CMT). 28 January-5 February 1978.

MUNICH: International Sports Equipment Fair (ISPO). February 1978.

MUNICH: Caravan, Boat and Accessories Exhibition. 4-12 February 1978.

GRENOBLE: International Winter Sports Exhibition. 4-7 March 1978.

PARIS: Summer Sports and Leisure Exhibition. 10-12 September 1978.

PARIS: International Caravan Exhibition. 28 September-8 October 1978.

1979

GRENOBLE: International Winter Sports Equipment Trade Show. March 1979.

PARIS: Sports and Leisure Exhibition (Sisel). September 1979.

Toys and games

1978

PARIS: International Toys and Games Exhibition. 11-17 February 1978.

1979

PARIS: International Toys and Games Exhibition. February 1979.

Watches and clocks

1978

MUNICH: International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware, with Manufacturing Equipment (Inhorgenta). 9-12 February 1978.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

BASLE: First World Recycling Congress. 6-7 March 1978.

KOREA: The Korea International Exhibition for Environmental Pollution Control. 18-23 March 1978.

DUBAI: Middle East Water Treatment Exhibition '78. 30 April-6 May 1978.

AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech). 19-23 September 1978.

HAMBURG: International Oil Pollution Exhibition and Conference (Iopec). 26-30 September 1978.

MILAN: 5th International Exhibition — Convention on techniques, installations and equipment for water and air treatment, soil decontamination garbage disposal and noise — 2nd Exhibition on techniques, plant and equipment for the Recovery, reutilisation and recycling of refuse. (Antipollution '78). 31 October-4 November 1978.

PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution Air Noise Waste Water. 5-9 December 1978.

Other specialised fairs

1978

BUCHAREST: Shop (Perfume and Cosmetics. Tobacco and smoking implements: Coffee, tea and confectionary, refreshing drinks). 17-21 January 1978.

DUBAI: Middle East Transport Exhibition '78. 26 February-4 March 1978.

MUNICH: International Light Industries and Handicrafts Fair (IHM). 11-19 March 1978.

TEL AVIV: Educational Technology, School Supplies and Games Exhibition (Didacta). 13-17 March 1978.

DUBLIN: Brighter Homes and Do-It-Yourself Exhibition. 14-19 March 1978.

DUBAI: Middle East Education Exhibition '78 and Conference. 19-25 March 1978.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

BAGHDAD: 1st International Fair for Chemical Fertilizers. 23-30 March 1978.

ZAGREB: International Transport Communications and Mechanical Handling Exhibition. April 1978.

ROTTERDAM: Trade Exhibition for Efficient Production. 4-7 April 1978.

BAHRAIN: Middle East Solar Technology Exhibition and Conference. 24-27 April 1978.**(Soltech '78)**

TEHRAN: 1st Afro Asian Small Scale Industry International Fair '78. 19 September-1 October 1978.

TEL AVIV: International Art Fair. 1-6 May 1978.

TEL AVIV: Modern Living '78. 18 May-3 June 1978.

STUTTGART: International Collectors' Exchange and German Weapon Fair (ISA '78). May 1978.

CHICAGO: International Security Conference and Exhibition. May 1978.

UTRECHT: International Exhibition for Technology Transfer (Tech-Transfer) '78. 8-12 May 1978.

GOTHENBURG: Public Transport Systems in Urban Areas Trade Fair. 27-30 June 1978.

JOHANNESBURG: Training and Education Exhibition. 10-14 July 1978.

ISRAEL: The Third Jerusalem Conference on Information Technology (JCIT). 6-9 August 1978.

NEW YORK: 85th Annual Conference of International Association of Chiefs of Police. October 1978.

TOKYO: International Power Technology Exhibition. October 1978.

TOKYO: 5th International Ocean Development Exhibition. October 1978.

TOULOUSE: International Market for European Sub-Contracting (Midest) 2-6 October 1978.

SINGAPORE: International Transportation, Maintenance and Spare parts Exhibition (Transpo-Asia '78). 25-29 November 1978.

BAGHDAD: Capital Goods Exhibition. 1-15 March 1978.

TEHRAN: Art Fair. 23 November-9 December 1978.

TEHRAN: Computer and Automation '78. 12-18 November 1978.

1979

BAHRAIN: Middle East Oil Show. 25-29 March 1979.

PARIS: International Exhibition of Material and Items to be used for the manufacture of Furniture Chairs and Bedding (Approfal). April 1979.

PARIS: International Exhibition of Advanced Transportation Systems (Transport-Expo). April 1979.

BAHRAIN: Middle East Electronic Communications Show and Conference (Mecom '79). 23-26 April 1979.

HAMBURG: International Transport Exhibition (IVA '79). 8 June-1 July 1979.

PARIS: (Le Bourget) Technical Assembly Days. September 1979.

PARIS: Do-It-Yourself Exhibition (Bricolage). October 1979.

PARIS: Le Bourget International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo). December 1979.

1980

BORDEAUX: (Oceanexpo). March 1980.

PARIS: International Exhibition of Advanced Transported Systems (Transportexpo). 15-20 April 1980.

5

UK FAIRS

UK fairs: general inquiries contact 01-248 5757 ext. 7109

General fairs

1978

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

BRIGHTON: BRI EXPO Festival of the South. 5-13 August 1978. At Metropole Exhibition Centre. * Apply: Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (01-686 5741).

Agriculture, forestry, fishing and agricultural machinery

1978

STOKE MANDEVILLE: BOCM Silcock European Poultry Fair. 3-4 May 1978. At BOCM Silcock's Poultry Development Farm. * Apply P. Matthews, BOCM Silcock Ltd., Risborough Road, Stoke Mandeville, Bucks HF22 5XW (Aylesbury (0296) 612661).

BELFAST: Royal Ulster Annual Show and Industrial Exhibition. 24-27 May 1978. At Balmoral Showground. *Apply Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal Bath and West and Southern Counties Show. 31 May-3 June 1978. At Showground. * Apply Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallett (0749) 3366).

MALVERN: Three Counties Agricultural Society's Show. 13-15 June 1978. At Malvern Show Site. * Apply Secretary. Three Counties Show, Malvern, Worcs WR13 6NW (Malvern 61731).

ABERDEEN: International Fisheries and Marine Equipment Exhibition. 14-18 June 1978. At Queens Link. Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4A 2JL (01-353 4885/9).

INGLISTON: Royal Highland Show. 20-23 June 1978 At Royal Highland Showground. * Apply Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge. Midlothian EH28 8NF (031-333 24444).

NORWICH: Royal Norfolk Agricultural Show. 28-29 June 1978. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Dereham Road, New Costessey, Norwich NR5 0TT, Norfolk (Norwich (0603) 742000).

KENILWORTH: Royal Agricultural Show. 3-6 July 1978. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre. Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 11-13 July 1978. At The Showground. *Apply Yorkshire Agricultural Society. Great Yorkshire Showground, Hookstone Oval, Harrogate, N. Yorkshire (Harrogate 61536).

BUILTH WELLS: Royal Welsh Agricultural Show. 25-27 July 1978. At Builth Wells Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd., The Showground, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Builth Wells 3683).

KENILWORTH: Dairy Farming Event. 20-21 September 1978. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021)

LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition. 4-8 December 1978. NOTE: 4 December Trade/Press Preview. At Earls Court. * Apply Smithfield Show Joint Committee, S.M.M.T. Ltd, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

Aircraft and aeronautical equipment

1978

FARNBOROUGH: International Air Show and Flying Display. 3-10 September 1978 (3 press only, 4-7 trade only). At Farnborough Airfield. † Apply The Society of British Aerospace Companies Ltd, 28 King Street, London SW1Y 6RD (01-839 3231/10).

Books and periodicals

1978

LONDON: The London Book Fair. 10-11 October 1978. At Inter-Continental and Grosvenor House Hotels. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 3HL (01-229 1825).

Building, public works and construction equipment

1978

GLASGOW: SCOTBUILD (The Scottish Building and Public Works Exhibition). 11-15 April 1978. At Kelvin Hall. † Apply The Scottish Industrial and Trade Exhibitions Ltd, 24 Harlington Place, Edinburgh EH10 4E (Edinburgh (031) 299 6412).

LONDON: FIP '78 (International Congress of the International Federation of Prestressing). 30 April-5 May 1978. At Wembley Conference Centre. Apply Gerald Young, The Concrete Society, Terminal House, Grosvenor Gardens, London SW1W 0AJ (01-828 3351).

LONDON: SPECIBUILD Exhibition. 16-19 May 1978. At Olympia. † Apply: Westbourne Exhibitions Ltd, Crown House, Morden, Surrey (01-540 1101).

BIRMINGHAM: Public Works and Municipal Services Exhibition and Congress. 13-18 November 1978. At National Exhibition Centre. † Apply The Municipal Agency Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

Chemicals and allied industries, including plastics and rubber

1978

MANCHESTER: PIE (Plastics Industries Exhibition). 17-21 April 1978. At Belle Vue. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (988) 4371).

LONDON: OCCA 30 (30th Technical Exhibition of the Oil and Colour Chemists' Association). 18-21 April 1978. At Alexandra Palace. * Apply Oil and Colour Chemists' Association, 967 Harrow Road, Wembley. Middlesex HA0 2SF (01-908 1086).

Clothing

1978

LONDON: International Knitwear Fair. 19-23 February 1978. At Earls Court. * Apply Mack-Brooks Exhibitions Ltd, 62-64 Victoria Street, St Albans, Herts (St Albans 63213).

LONDON: IMBEX (International Men's and Boys' Wear Exhibition). 19-23 February 1978. At Earls Court. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

5 UK FAIRS

LONDON: British Menswear Guild Exhibition. 20-22 February 1978. At London Hilton. * Apply British Menswear Guild. 16-21 Sackville Street. London W1X 1DE (01-434 1894).

LONDON: Junior Fashion Fair. 12-16 March 1978. At Royal Horticultural Society's Hall. * Apply National Children's Wear Association. 40-42 Oxford Street, London W1N 9FJ (01-636 1833/4).

LONDON: The London Fashion Exhibition. 11-14 April 1978. At Earls Court. * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, Earls Court, London SW5 9TA (01-385 1200).

LONDON: The London Designer Collections. 13-16 April 1978. At Inn-on-the-Park Hotel. * Apply London Designer Collections, 36 Beauchamp Place, London SW3 (01-581 2931).

LONDON: The London Collections. 13-16 April 1978. At Inter-Continental Hotel and 'Les Ambassadeurs'. * Apply Fashion Promotions Ltd. 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

LONDON: Menswear Fashion Fair. 3-6 September 1978. At Earls Court. * Apply Mack-Brooks Exhibitions Ltd, 62-64 Victoria Street, St Albans, Herts AL1 3XT (St Albans (86) 63213).

HARROGATE: MAB International Fashion Fair. 24-27 September 1978. At Exhibition Centre. * Apply ITF-MAB Exhibitions Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

Display and shop equipment

1978

BIRMINGHAM: SHOPEX '78 (International Self-Service, Display Equipment and Shopfitting Exhibition). 11-15 June 1978. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

Engineering, electrical and electronic, including radio and television

1978

LONDON: BRIGHTSHOW. 29 January-2 February 1978. At Olympia. * Apply Decorative Lighting Association. Moelfre, Anglesey, North Wales LL72 8LN (Moelfre (024888) 396).

LONDON: All Electronic Show. 14-16 February 1978. At Grosvenor House Hotel. * Apply ARS Electronica Ltd. 34-36 High Street, Saffron Walden, Essex (Saffron Walden 22612).

BIRMINGHAM: IEA/ELECTREX (International Electrical, Electronic and Instrument Exhibition). 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BIRMINGHAM: COMMUNICATIONS '78 (Communications Equipment and Systems Exposition). 4-7 April 1978. At National Exhibition Centre. **THIS EVENT WAS PREVIOUSLY HELD IN BRIGHTON.** † Apply Tony Davies Communications, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

LONDON: HI-FI '78. Spring High Fidelity Show — 2-6 May 1978. At Cunard International Hotel. * Apply Emberworth Ltd, London House, Oxford Road, Stokenchurch, Bucks HP14 3SK (Radnage (024 026) 2674).

BIRMINGHAM: (IDEA) (International Domestic Electrical Appliance Trade Fair) 15-17 May 1978. At National Exhibition Centre. *Apply: Montbuild Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

LONDON: Audio Visual '78. 23-26 May 1978. At Wembley Conference Centre. * Apply MacLaren Exhibitions Ltd, Davis House, PO Box 109. 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

LONDON: APRS '78 (International Exhibition of Professional Recording Equipment). 21-23 June 1978. At The Connaught Rooms, London WC2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

LONDON: INTERLIGHT (International Lighting Trade Fair). 28-30 June 1978. **NOTE: THIS EVENT WAS FORMERLY TO BE HELD DECEMBER 1977.** At Alexandra Palace. Apply Intermark Group Ltd, 6 Station Approach, Epsom, Surrey (Epsom (78) 25966).

LONDON: Home Entertainment Show 11-17 September 1978. At Olympia. * Apply: Iliffe Promotions Ltd., Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

LONDON: The Energy Show 11-17 September 1978. At Olympia. * Apply Trident International Exhibitions Ltd., 23A Plymouth Road, Tavistock, Devon PL19 8AU (Tavistock (0822) 3694).

LONDON: IBC (International Broadcasting Convention). 25-29 September 1978. At Wembley Conference Centre. Apply IBC Secretariat, Electronic Engineering Association, Leicester House, 8 Leicester Street, London WC2H 7BN (01-437 0678).

BRIGHTON: INTERNEPCON/UK. 17-19 October 1978. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, 149-155 Ewell Road, Surbiton, Surrey (01-390 0281).

Engineering, other

1978

BIRMINGHAM: IPHEX (International Pneumatics and Hydraulics Exhibition Incorporating Compressors and Power Transmission Equipment). 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BIRMINGHAM: METAL WORKING '78 (International Exhibition of Metal Forming Machinery, Equipment, Materials and Services). 20-28 April 1978. At National Exhibition Centre. Apply: International Symposia and Exhibitions Ltd, Queensway House, 2 Queensway, Redhill, Surrey RHI 1QS (Redhill (0737) 68611)

BIRMINGHAM: SUBCON (Exhibition for Subcontracting Industries). 24-28 April 1978. At National Exhibition Centre. * Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BIRMINGHAM: MACHPRO (Machine Tool and Production Engineering Exhibition). 30 April-6 May 1978. At National Exhibition Centre. Apply: Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (08833) 4371).

LONDON: International Diecasting Exhibition. 9-12 May 1978. At Olympia. Apply Mack-Brooks Exhibitions Ltd, 62-64 Victoria Street, St Albans, Herts AL1 3XT (St Albans (56) 63213).

STOKE-ON-TRENT: INTERCERAMEX '78 (International Ceramic Plant, Machinery and Materials Exhibition). 25-28 September 1978. At Trentham Gardens. † Apply British Ceramic Plant and Machinery Manufacturers' Association, PO Box 9, Sunbury, Middlesex TW16 6BX (Sunbury (76) 83280).

LONDON: PEP (Production Engineering and Productivity Exhibition and Conference). 2-7 October 1978. At Olympia. Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

BIRMINGHAM: PEMEC (International Plant Engineering and Maintenance Exhibition and Conference). 4-8 December 1978. At National Exhibition Centre. * Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

Foodstuffs, food machinery, hotel and catering equipment

1978

LONDON: HOTELYMPIA (International Hotel and Catering Exhibition). 25 January-1 February 1978. At Olympia. †Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

LEICESTER: International Food, Wine and Kitchen Exhibition. 24-29 April 1978. At Granby Halls. Apply: Antenas Ltd, 55 West Street, Marlow, Bucks SL7 2LF (Marlow (06284) 2442).

BIRMINGHAM: NALVEX '78 (National Licensed Victuallers and Caterers Exhibition). 8-11 May 1978. At National Exhibition Centre. * Apply Dennis Beall, LV Exhibitions, 57 Effra Road, London SW2 1DA (01-733 3186).

LONDON: The London Meat Trades Fair. 14-17 May 1978. At Alexandra Palace. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: Frozen Foods and Freezer Festival. 1-4 October 1978. At West Centre, Hotel. * Apply Eagle Exhibition Consultants Ltd. Ludgate House, 110 Fleet Street, London EC4Y 8EB (01-353 4885).

Footwear

1978

BLACKPOOL: International Slipper Fair. 15-17 January 1978. At the Winter Gardens. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

HARROGATE: Autumn Shoes Exhibition. 19-21 March 1978. At Exhibition Centre. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

LONDON: British International Footwear Fair. 1-4 October 1978. At Olympia. * Apply Shoe and Leather News (Exhibitions) Ltd. 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

Furniture, furnishings, household equipment and hardware

1978

BIRMINGHAM: Furniture Show. 10-15 January 1978. At National Exhibition Centre. * Apply BFM Exhibitions Ltd, 30 Harcourt Street, London W1H 2AA (01-724 0851).

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

BRIGHTON: INFEX (International Floorcoverings Exhibition). 20-23 February 1978. At Metropole Exhibition Centre. * Apply Peter Crofts, Southern Floorcovering Exhibitions Ltd, 30 Southgate, Chichester, Sussex PO19 1DP (Chichester (0243) 88423).

BIRMINGHAM: FURNEX (Furniture Production Exhibition). 20-24 February 1978. At National Exhibition Centre. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey (Oxted (988) 4371).

LONDON: 'Daily Mail' Ideal Home Exhibition. 7 March-1 April 1978. At Olympia. *Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

BIRMINGHAM: WALPADEX (International Decorating Materials Trade Show). 5-8 June 1978. At National Exhibition Centre. * Apply S. M. Broughton, Wallpaper and Paint Retailers' Association, 14 Birmingham Road, Walsall, Staffs WS1 2NA (0992 31134).

BIRMINGHAM: Kitchens and Bathrooms International. 10-15 June 1978. At National Exhibition Centre. Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

BIRMINGHAM: DECOR (International Contract Furnishing and Interior Design Exhibition). 11-15 June 1978. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

LONDON: INTERSTREET (Street Furniture Exhibition). 28-30 June 1978. **NOTE: THIS EVENT WAS FORMERLY TO BE HELD DECEMBER 1977.** At Alexandra Palace. Apply Intermark Group Ltd, 6 Station Approach, Epsom, Surrey (Epsom (78) 25966).

MANCHESTER: British Furniture Manufacturers' Manchester Exhibition. 7-10 August 1978. At Belle Vue and City Hall. * Apply: BFM Exhibitions Ltd, 30 Harcourt Street, London W1H 2AA (01-724 0851).

BIRMINGHAM: International Ideal Homes Show. 24 August-9 September 1978. At National Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

HARROGATE: International Carpets Fair. 5-8 September 1978. At the Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BRIGHTON: Southern Floorcoverings Exhibition. 2-5 October 1978. At Metropole Exhibition Centre. * Apply Peter Crofts, Southern Floorcovering Exhibitions Ltd, 30 Southgate, Chichester. Sussex PO19 1DP (Chichester (0243) 88423).

LONDON: FIT (International Kitchen and Bathroom Show). 19-26 November 1978. At Olympia. *Apply Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Gas and oil extraction and distribution including offshore activities

1978

BRIGHTON: Oceanology International. 5-10 March 1978. At Metropole Exhibition Centre. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/2 Great Portland Street, London W1N 5HH (01-388 2117).

LONDON: SPE European Offshore Petroleum Conference and Exhibition. 24-27 October 1978. At Earls Court. Apply Society of Petroleum Engineers, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Handicrafts

1978

LONDON: International Craft and Hobby Fair. 20-24 August 1978. At Wembley Conference Centre. * Apply M. Brown, International Craft and Hobby Fair Ltd, 3 Rothesay Drive, Highcliffe, nr. Christchurch, Dorset BH23 4LB (Highcliffe (042 52) 72711).

Heating and ventilating

1978

BIRMINGHAM: HEVAC (International Heating, Ventilating and Air-Conditioning Exhibition). 3-7 April 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

BIRMINGHAM: Furnaces, Refactories, Heat Treatment and Fuel Economy Exhibition and Symposium. 25-29 September 1978. At National Exhibition Centre. * Apply: International Symposia and Exhibitions Ltd, Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS (Redhill (0737) 68611).

Horticulture and horticultural equipment

1978

NEW MALDEN: Institute of Groundmen's International Exhibition of Machinery, Equipment and Materials. 5-7 September 1978. At Motspur Park. * Apply James R. Walsby Public Relations, Copthall House, St Ives Road, Maidenhead, Berks (Maidenhead (0628) 29498).

BIRMINGHAM: GLEE (International Garden and Leisure Exhibition). 24-27 September 1978. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

Hospital, medical, surgical and dental equipment

1978

LONDON: Bio-Medical Engineering Exhibition. 4-6 April 1978. At Imperial College. * Apply Holdsworth Smith Ltd, 39 Victoria Street, London SW1 0EE (01-222 0077).

UK Fairs – general inquiries contact

01-248 5757 EXT. 7109

LONDON: British Hospitals Exhibition 1978. 5-8 June 1978. At Olympia. †Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regent's Park, London NW1 4LH (01-935 8235).

BRIGHTON: 'EURO-NAIDEX'. National Aids for the Disabled Conference and Exhibition. 18-21 September 1978. At Brighton Centre. * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533/4).

Jewellery and giftware

1978

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

GLASGOW: Scottish Gift Fair. 12-16 February 1978. At Kelvin Hall. * Apply Trade Promotions Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: The Annual British Exhibition of Fine Jewellery and Sterling Silver. 9-13 April 1978. At Goldsmith's Hall, Foster Lane. * Apply Organising Exhibition Committee, Administration Office, c/o Condor Public Relations Ltd, 299 Oxford Street, London W1R 1LA (01-499 7324).

LONDON: International Gifts Fair. 13-17 August 1978. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

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5 UK FAIRS

Leather, leather goods and fur

1978

LONDON: Leatherwear International. 12-14 April 1978. At West Centre Hotel. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

BIRMINGHAM: Leather and Associated Trades Show. 25-27 April 1978. At National Exhibition Centre. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

Motor vehicles, motor cycles and cycles

1978

LONDON: Racing and Sporting Motorcycle Show. 7-14 January 1978. At Royal Horticultural Society's Halls, Westminster. * Apply Herbert Daniel (Holdings) Ltd, 19 Compton Terrace, London N1 1RY (01-226 7901).

LONDON: AUTOQUIP Exhibition. 18-22 April 1978. At Wembley Conference Centre. * Apply S.M.M.T. Exhibition Department, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

BIRMINGHAM: International Motor Show. 20-29 October 1978. At National Exhibition Centre.

†Apply SMMT, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

Music and musical instruments

1978

LONDON: British Musical Instrument Trade Fair. 13-17 August 1978. At Bloomsbury Centre Hotel, Hotel Russell and Connaught Rooms. * Apply Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (01-428 4700).

Office machinery and equipment

1978

LONDON: MICROFORUM '78. Exhibition and Conference. 13-16 June 1978. At Wembley Conference Centre. † Apply Business Equipment Trade Association. 109 Kingsway, London WC2B 6PU (01-405 6233).

Packaging machinery and materials including containers

1978

BRIGHTON: INTERPHEX (International Exhibition dealing with processing, packaging and handling of Pharmaceuticals, Cosmetics, Toiletry, Perfumery and Fine Chemical Products). 18-21 April 1978. At Metropole Exhibition Centre. † Apply BPS Exhibitions Ltd 4 Seaford Court, 220/2 Great Portland Street, London W1 (01-388 2117).

Philately

1978

LONDON: STAMPEX (National Stamp Exhibition). 28 February-4 March 1978. At Royal Horticultural Society's New Hall, SW1. * Apply Mr O. Hornung, Philatelic Traders Society Ltd, 27 John Adam Street, London WC2N 6HZ (01-930 6465/6).

Photographic equipment

1978

HARROGATE: Photography At Work Exhibition. 30 January-2 February 1978. At Exhibition Centre. * Apply Maclaren Publishers Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

Printing, stationery and printing machinery

1978

LONDON: STATINDEX (British Stationery Show). 15-18 January 1978. At Grosvenor House Hotel. *Apply British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (01-580 9256).

BIRMINGHAM: NATPRINT (National Printing Machinery Exhibition). 10-14 April 1978. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

Scientific instruments and nuclear equipment

1978

LONDON: ALTEX (Automatic Laboratory Techniques Exhibition). 21-23 February 1978. At West Centre Hotel. † Apply Morgan Grampian (Publishers) Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

LONDON: LABWARE (Laboratory Equipment Exhibition). 25-27 April 1978. At Bloomsbury Centre Hotel. † Apply British Laboratory Ware Association Ltd, 28 Worple Road, London SW19 4EE (01-947 5733).

Ships and boats

1978

LONDON: International Boat Show. 4-15 January 1978. **(4 JANUARY, TRADE AND PRESS ONLY).** At Earls Court. * Apply National Boat Shows Ltd, Boating Industry House, Vale Road, Oatlands, Weybridge, Surrey KT13 9NS (Weybridge (0932) 54511).

BIRMINGHAM: Boat and Leisure Life Show. 18-26 February 1978. At National Exhibition Centre. * Apply Birmingham Boat Show Ltd, 28 Colmore Circus, Birmingham B4 6AX (Birmingham (021) 236 3366).

ABERDEEN: International Fisheries and Marine Equipment Exhibition. 14-18 June 1978. At Queens Link. Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4A 2JL (01-353 4885/9).

SOUTHAMPTON: Boat Show. 18-23 September 1978. At Mayflower Park. * Apply J. E. Artman and Partners, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

Sports goods and camping equipment, including caravans

1978

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition). 24-27 September 1978. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

LONDON: Caravan Camping Holiday Show. 9-18 November 1978. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

LONDON: Camping, Outdoor Holiday Exhibition and Motor Caravan Show. 29 December 1978-7 January 1979. At Olympia. * Apply Trades Exhibitions Ltd, Exhibition House, Spring Street, London W2 3RA (01-262 2886).

Textiles and textile machinery

1978

MANCHESTER: KNITSEW (National Knitting and Sewing Trades Exhibition). 28 February-1 March 1978. At Belle Vue. **FORMERLY HELD IN BRIGHTON.** *Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (988) 4371).

BIRMINGHAM: DACTEX (International Domestic and Contract Textiles Exhibition). 12-16 November 1978. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2 Central Park Estate, Staines Road, Hounslow, Middlesex TW4 5DT (01-572 2121).

Toys and games

1978

HARROGATE: International Toy Fair. 7-12 January 1978. At Exhibition Centre and various Hotels. * Apply Harrogate International Toy Fair Ltd, 8-9 Upper Street, Islington, London N1 0PP (01-226 6653).

BIRMINGHAM: British Toy and Hobby Fair. 14-19 January 1978. At National Exhibition Centre. * Apply British Toy Fairs (International) Ltd, 80 Camberwell Road, London SE5 0EG (01-701 7271).

BRIGHTON: Brighton Toy Fair. 5-8 February 1978. At Brighton Centre and Corn Exchange. * Apply Toy Exhibitions (Southern) Ltd, 3 Rothesay Drive, Highcliffe, nr. Christchurch, Dorset BH23 4LB (Highcliffe (042 52) 72711).

Watches and clocks

1978

LONDON: International Watch and Jewellery Trade Fair. 3-7 September 1978. At Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

BIRMINGHAM: EWT+ENPOCON (Effluent and Water Treatment Exhibition+Environmental Pollution Control Exhibition). 13-18 November 1978. At National Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

Other specialised fairs

1978

LONDON: Amusement Trades Exhibition. 24-26 January 1978. At Alexandra Palace. * Apply Amusement Trades Exhibitions Ltd, 122 Clapham Common North Side, London SW4 9SP (01-228 4107).

LONDON: IFSSEC '78 (International Fire, Security and Safety Exhibition and Conference). 24-28 April 1978. At Olympia. * Apply Victor Green Publications Ltd, 106 Hampstead Road, London NW1 2LS (01-388 7661).

HARROGATE: British Pet Industry Exhibition. 23-25 April 1978. At Exhibition Centre. * Apply Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Manchester (061) 834 8451).

BIRMINGHAM: EUROPACLEAN (International Cleaning and Maintenance Exhibition). 2-5 May 1978. At National Exhibition Centre. * Apply Turret Press Ltd, 886 High Road, Finchley, London N12 9SB (01-446 2411).

LONDON: Fine Arts and Antiques Fair. 9-17 June 1978. At Olympia. * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: Grosvenor House Antiques Fair. 14-24 June 1978. At Grosvenor House. * Apply The Organiser, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

HARROGATE: Northern Antique Dealers' Fair. 14-21 September 1978. At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers' Fair Ltd, 408 Leeds Road, Bradford BD3 9RE (Bradford (0274) 23223).

LONDON: Salon International (Hair and Beauty Trades Fair). 8-10 October 1978. At Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a government department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

T. W. Hawes, 320 Purley Way, Croydon, Surrey CR9 4HL. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

D. W. Miller, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

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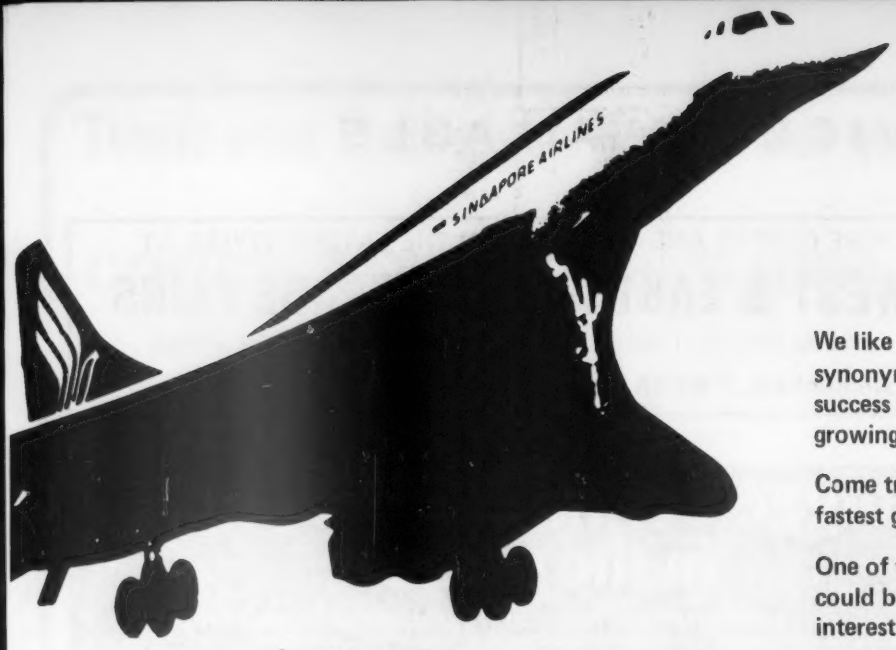

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25th-29th November 1978 World Trade Centre, Singapore

Medic-Asia '79
International Medical & Hospital Equipment Exhibition & Conference
20th-24th March 1979 Hyatt Hotel, Singapore

Hardtools-Asia '79
International Hardware and Small Machine Tool Exhibition
15th-20th April 1979 World Trade Centre, Singapore

Imac-Asia '79
2nd International Exhibition of Materials Handling & Physical Distribution Equipment Exhibition
25th-29th June 1979 World Trade Centre, Singapore

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5th-9th November 1979 World Trade Centre, Singapore

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March 1980 World Trade Centre, Singapore

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27th-29th September 1978 Hotel Imperial, Tokyo

2nd Euro-Fashion Salon
European – Ladies, Mens and Childrens Fashion and Accessories (Winter & Autumn wear)
January/February 1978 Hotel Imperial, Tokyo

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Tariff heading	Category as detailed in annex	Country from which restricted
ex 61.04	30A	Hong Kong, Hungary, The Republic of Korea, Macao, Singapore, Yugoslavia
ex 61.04	30B	Brazil, Hong Kong, India, The Republic of Korea, Macao
ex 61.04	80	Hong Kong
ex 61.05	19 and 89	Hong Kong, Hungary, India, The Republic of Korea, Macao, Malaysia, Taiwan
ex 61.09	31	Brazil, Hong Kong, The Republic of Korea, Philippines, Taiwan
ex 61.09	86	The Republic of Korea
61.10	87	Hong Kong
62.02	All goods within Tariff heading 62.02	Brazil, Hong Kong, Hungary, India, The Republic of Korea, Macao, Pakistan, Poland, Romania, Taiwan, Yugoslavia
ex 62.03	33	Taiwan
62.04	All goods within Tariff heading 62.04	Hungary, The Republic of Korea, Poland, Romania, Taiwan
62.05	All goods within Tariff heading 62.05	Taiwan

Goods shipped before 1 January 1978 will not count against the quotas, and applications for licences for such goods should be accompanied by evidence of the date of shipment of the goods.

Goods no longer subject to restraint

Goods from certain Mediterranean countries will not be subject to formal quotas at this stage and thus the present restrictions on Greek, Turkish and Spanish cotton yarn (tariff heading 55.05) and on certain Spanish undergarments (tariff heading 60.04) will be removed with effect from 1 January 1978. In addition the following goods, currently restricted when originating in Japan, will be removed from restriction on 1 January 1978: ex 51.04; 55.09; ex 56.07; ex 58.05 (for full descriptions see NTI 1538, *Trade and Industry* 23 January 1976). Similarly, certain woven cotton goods (as set out in NTI 1610 – *Trade and Industry* 22 April 1977) which are currently restricted when originating in Bangladesh, Indonesia, Iran and Peru, all of which have now negotiated bilateral agreements with the community, will be freed from restriction on 1 January 1978. For Bangladesh, Indonesia and Iran there will at this stage be no restrictions, but in the case of Peru the restrictions set out at the beginning of the notice will apply.

Goods not now subject to restriction will however still be subject to UK surveillance licensing arrangements, as set out in notices to importers 1484 and 1502, and traders are reminded that restrictions may be reimposed if circumstances so warrant.

State trading countries

Details of the 1978 quotas and the relevant licensing arrangements for the non-MFA state trading countries and for non-MFA products from Hungary, Poland and Romania, will be announced as soon as possible.

Non-signatories to the MFA: export-administered quotas

The quota levels for imports of woven cotton textiles during the period 1 January to 31 December 1978 for the following countries are:

Country	Quota (m^2)
Gibraltar	404 377
Kuwait	12 269
South Africa	919 825 [1]

[1] South Africa may not export more than 75% of its total quota in garments or made-up articles.

Each of these countries will administer its own quota. Traders wishing to import woven cotton textiles from any of these sources should advise their suppliers to arrange for an export certificate to be issued for each consignment by the appropriate authority in the supplying country. Such certificates will be forwarded by the appropriate authority direct to Import Licensing Branch which will issue import licences within the appropriate quota limits. Traders should not make application to Import Licensing Branch. Import licences will be issued only if an export certificate is received in Import Licensing Branch direct from the government concerned or its agency. Import licences will not be issued if export certificates are incorrectly completed or are unsigned.

Non-signatories to MFA: import-administered quotas

For all other countries whose exports of woven cotton textiles are at present subject to restriction when imported into the UK, country quotas of 10 057 m^2 have been established for the period 1 January to 31 December 1978. These quotas are administered by the UK and traders who wish to import from these countries should submit licence applications on Form ILB/A to Import Licensing Branch together with evidence of a firm order (which should be made subject to the eventual issue of an import licence), *eg* copies of all the documents or letters exchanged with suppliers. No assurance can be given that licences will be issued in response to particular applications. Licences will be valid only for imports originating in a specified country. The countries concerned are:

Afghanistan; Angola; Bahrain; Bermuda; Bhutan; Bolivia; Burma; Chile; Costa Rica; Dominican Republic; Dubai; Ecuador; Honduras; Iraq; Libya; Maldive Islands; Mozambique; Nauru; Nepal; Oman; Panama; Qatar; Saudi Arabia; United Arab Emirates; Venezuela; Yemen (North); Yemen (South).

Conversion factors

The conversion factors remain as set out in notice to importers 1610 (*Trade and Industry* of 22 April 1977).

Taiwan – UK residual quotas

Details of these national quotas will be published shortly.

Category no.	Tariff heading	Description
1	55.05	Cotton yarn, not put up for retail sale.
2	55.09	Other woven fabrics of cotton.
3	ex 56.07	Woven fabrics of synthetic textile fibres (discontinuous or waste) of which, other than unbleached or bleached.
4A	ex 60.04	Knitted or crocheted T-shirts and light weight fine knit roll, polo or turtle-necked jumpers and pullovers; undervests and the like, of cotton or of synthetic textile fibres, *other than babies' garments.*
4B	ex 60.04	Knitted or crocheted shirts of cotton or of synthetic textile fibres, *other than babies' garments.*
5	ex 60.05	Knitted or crocheted jerseys, pullovers, slip-overs, twinsets, cardigans, bed-jackets and jumpers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' garments.*
6	ex 61.01 ex 61.02	Men's and boys' woven trousers, breeches and shorts, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of fabric of heading no. 59.08, 59.11 or 59.12.* Women's, girls' and infants' (*other than babies'*) trousers and slacks, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of fabric of heading no. 59.08, 59.11 or 59.12.*
7	ex 60.05 ex 61.02	Women's, girls and infants' (*other than babies'*) knitted or crocheted blouses and shirt-blouses, of cotton, of man-made textile fibres, of wool or of fine animal hair. Women's, girls' and infants' (*other than babies'*) woven blouses and shirt-blouses, *other than those of silk or of noil or other waste silk.*
8	ex 61.03	Men's and boys' woven shirts.
9	55.08 ex 62.02	Terry towelling and similar terry fabrics, of cotton. Toilet and kitchen linen of terry towelling and similar terry fabrics, of cotton.
10	ex 60.02	Knitted or crocheted gloves impregnated or coated with artificial plastic materials.
11	ex 60.02	Knitted or crocheted gloves, mittens and mitts, *other than those in category 10.*
12	ex 60.03	Knitted or crocheted stockings, under stockings, socks, ankle-socks, sockettes and the like, *other than those in category 77.*
13	ex 60.04	Knitted or crocheted underpants, knickers and briefs, of cotton or of synthetic textile fibres, *other than babies' garments.*
14A	ex 61.01	Men's and boys' coats of textile fabric of heading no. 59.08, 59.11 or 59.12
14B	ex 61.01	Men's and boys' overcoats, raincoats and other coats, cloaks and capes, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12 (categories 14A and 78).*
15A	ex 61.02	Women's, girls' and infants' (*other than babies'*) coats of textile fabric of heading no. 59.08, 59.11 or 59.12
15B	ex 61.02	Women's, girls' and infants' (*other than babies'*) woven jackets, blazers, overcoats, raincoats and other coats, cloaks and capes, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12 (Categories 15A and 81.)*
16	ex 61.01	Men's and boys' woven suits (including co-ordinate suits), of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabric of heading no. 59.08, 59.11 or 59.12 (Category 78.)*
17	ex 61.01	Men's and boys' woven jackets and blazers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabric of heading no. 59.08, 59.11 or 59.12. (Category 78.)*
18	ex 61.03	Men's and boys' woven under garments *other than shirts.(Category 8.)*
19	ex 61.05	Handkerchiefs, *other than those in Category 89 and other than of silk, of noil or of other waste silk.*
20	ex 62.02	Bed linen, *other than of flax or of ramie.*
21	ex 61.01 ex 61.02	Parkas, anoraks, windcheaters and the like, *other than babies' garments and other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12. (Categories 78 and 81.)*
22	ex 56.05	Yarn of synthetic textile fibres (discontinuous or waste), not put up for retail sale.
23	ex 56.05	Yarn of which, acrylic regenerated textile fibres (discontinuous or waste), not put up for retail sale.
24	ex 60.04	Men's and boys' knitted or crocheted pyjamas, of cotton or of synthetic textile fibres.
25	ex 60.04	Women's, girls' and infants' (*other than babies'*) knitted or crocheted pyjamas and night-dresses, of cotton or of synthetic textile fibres,
26	ex 60.05 ex 61.02	Women's, girls' and infants' (*other than babies'*) dresses, of cotton, of man-made textile fibres, of wool or of fine animal hair.
27	ex 60.05 ex 61.02	Knitted or crocheted skirts, including divided skirts, *other than babies' garments.* Woven skirts, including divided skirts, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' garments.*
28	ex 60.05	Knitted or crocheted trousers, *other than those of textile fabrics, impregnated, covered or coated on one side, with artificial plastic material (Category 83) and other than babies' trousers.*
29	ex 61.02	Women's, girls and infants' (*other than babies'*) woven suits and costumes (including co-ordinate suits) of cotton, of man-made textile fibres, of wool or of fine animal hair.

Category no.	Tariff heading	Description
30A	ex 61.04	Women's, girls' and infants' (*other than babies'*) woven pyjamas and nightdresses.
30B	ex 61.04	Women's, girls' and infants' (*other than babies'*) woven under garments, *other than those in Category 30A.*
31	ex 61.09	Brassières, *other than parts thereof (Category 86).*
32	ex 58.04	Woven pile fabrics and chenille fabrics, of cotton, of man-made textile fibres, of wool or of fine animal hair.
33	ex 51.04	Woven fabrics made from strip or the like of polyethylene or polypropylene, of a width of less than 3 m.
	ex 62.03	Unused sacks and bags made from polyethylene or polypropylene strip.
35	ex 51.04	Woven fabrics of synthetic textile fibres (continuous), *other than fabrics for tyres, fabrics containing elastomeric yarn and fabrics made from strip or the like of polyethylene or polypropylene (part Category 33)* of which, other than unbleached or bleached.
36	ex 51.04	Woven fabrics of regenerated textile fibres (continuous) *other than fabrics for tyres or fabrics containing elastomeric yarn* of which other than unbleached or bleached.
37	ex 56.07	Woven fabrics of regenerated textile fibres (discontinuous or waste) of which other than unbleached or bleached.
38A	ex 60.01	Fabric for curtains, including net curtain fabric, of synthetic textile fibres, *other than fabric containing elastofibres.*
38B	ex 62.02	Net curtains, *other than those of flax or of ramie.*
39	ex 62.02	Table linen *other than articles of flax or ramie*; toilet and kitchen linen *other than articles of flax or ramie and other than that in Category 9.*
41	ex 51.01	Yarn of synthetic textile fibres (continuous), not put up for retail sale, *other than non-textured single yarn, untwisted or with a twist of not more than 50 turns per metre.*
42	ex 51.01	Yarn of regenerated textile fibres (continuous), not put up for retail sale, *other than single yarn of viscose rayon untwisted or with a twist of not more than 250 turns per metre and other than single non-textured yarn of any acetate.*
48	53.07	Yarn of combed sheep's or lambs' wool (worsted yarn), not put up for retail sale.
	ex 53.08	Yarn of fine animal hair (combed), not put up for retail sale.
50	53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair.
52	55.06	Cotton yarn, put up for retail sale.
55	ex 56.04	Synthetic textile fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning.
58	58.01	Carpets, carpeting and rugs, knotted (made up or not).
61	ex 58.05	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, *other than goods falling within heading no. 58.06, other than pile or chenille fabrics of silk, of noil silk or of other waste silk.*
67	ex 60.05	Clothing accessories and other articles, knitted or crocheted, not elastic nor rubberised, *other than outer garments (Categories 5, 7, 26, 27, 28, 71, 72, 73, 74, 75, 83).*
	ex 60.06	Articles of knitted or crocheted fabric, elastic or rubberised, *other than bathing costumes (Category 72).*
69	ex 60.04	Women's, girls' and infants' (*other than babies'*) knitted or crocheted petticoats and slips, of synthetic textile fibres.
70	ex 60.04	Panty hose (tights), *other than those of cotton.*
71	ex 60.05	Babies' knitted or crocheted outer garments, *other than those of textile fabrics, impregnated, covered or coated on one side, with artificial plastic materials.*
72	ex 60.05	Knitted or crocheted bathing costumes and trunks, not elastic nor rubberised, *other than those of textile fabrics, impregnated, covered or coated on one side, with artificial plastic material and other than babies' garments.*
	ex 60.06	Knitted or crocheted bathing costumes, elastic or rubberised.
73	ex 60.05	Knitted or crocheted track suits, *other than those of textile fabrics, impregnated, covered or coated on one side, with artificial plastic material (Category 83).*
74	ex 60.05	Women's, girls' and infants' (*other than babies'*) knitted or crocheted suits and costumes, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than those of textile fabrics, impregnated, covered or coated on one side with artificial plastic material (Category 83).*
75	ex 60.05	Men's and boys' knitted or crocheted suits (including co-ordinate suits), *other than those of textile fabrics, impregnated, covered or coated on one side with artificial plastic material (Category 83).*
76	ex 61.01	Men's and boys' woven industrial and occupational clothing, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12. (Category 78.)*
	ex 61.02	Women's, girls' and infants' woven aprons, overalls, smock-overalls and other industrial and occupational clothing (whether or not also suitable for domestic use), *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12 (Category 81.)*
77	ex 60.03	Women's stockings of synthetic textile fibres.
78	ex 61.01	Men's and boys' woven bath robes, dressing gowns, smoking jackets and similar indoor wear; garments of textile fabric of heading no. 59.08, 59.11 or 59.12, *other than coats (Category 14A)*; garments of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than the foregoing, other than swimwear and other than garments in Categories 6, 14A, 14B, 16, 17, 21, and 76.*
80	ex 61.02	Babies' woven outer garments.
	ex 61.04	Babies' woven under garments.
81	ex 61.02	Women's, girls' and infants' (*other than babies'*) woven bathrobes, dressing gowns, bed-jackets and similar indoor wear; garments of textile fabric of heading no. 59.08, 59.11 or 59.12, *other than coats (Category 15A)*; garments of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than the foregoing, other than swimwear and other than garments in Categories 6, 7 15A, 15B, 21, 26, 27, 29, 76 and 80.*
82	ex 60.04	Knitted or crocheted under garments (*other than babies' garments*), of wool, of fine animal hair or of regenerated textile fibres.
83	ex 60.05	Outer garments of knitted or crocheted textile fabrics, impregnated, covered or coated on one side with artificial plastic material; outer garments of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than the foregoing and other than those in Categories 5, 7, 26, 27, 28, 71, 72, 73, 74 and 75.*
86	ex 61.09	Corsets, corset-belts, suspender belts, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), whether or not elastic, *other than brassières (Category 31)*, but including parts thereof.
87	61.10	Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods.
89	ex 61.05	Handkerchiefs of cotton fabric, of a value of more than 15 UA per kg net weight.
91	ex 62.04	Tents.
97	59.05	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope.
100	59.08	Textile fabrics impregnated, coated, covered or laminated with preparations of cellulose derivatives or of other artificial plastic materials.
104	59.12	Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio backcloths or the like.
105	59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads.
110	ex 62.04	Pneumatic mattresses.
111	ex 62.04	Camping goods *other than tarpaulins, sails, awnings, sunblinds, tents and pneumatic mattresses.*
112	ex 62.05	Other made-up textile goods (including dress patterns), *other than floor cloths, dish cloths, dusters and the like.*
115	54.03	Flax or ramie yarn, not put up for retail sale.
117	54.05	Woven fabrics of flax or ramie yarn.
119	ex 62.02	Woven table linen, toilet linen and kitchen linen, of flax or of ramie.
121	ex 59.04	Twine, cordage, ropes and cables, plaited or not, of flax or of ramie.

Imports for re-export

Imports of restricted textiles will not be set off against the quotas if they are re-exported outside the EEC in the same state or after limited processing. The general import licensing arrangements for restricted textiles re-exported from the UK are set out in notice to importers 1441.

Surveillance

In addition to the textiles covered by this notice, most other textiles from non-EEC countries are subject to UK surveillance licensing arrangements. Descriptions of the goods covered and the licensing arrangements are set out in notices to importers 1484 and 1502.

Telephone inquiries

Traders are requested to refrain from making non-essential inquiries of Import Licensing Branch for the next few weeks, as time spent dealing with these will inevitably delay work on the issue of licences.

Inquiries: Import Licensing Branch; tel. 01-603 4600.

1650: Import surveillance of certain iron and steel products

Commission Recommendations (77/330/ECSC) and 77/518/ECSC) published in the *Official Journal* dated 5 May and 17 August 1977, respectively, established a surveillance licensing requirement for imports into the EEC of certain iron and steel products. Details of the consequent UK arrangements were set out in notices to importers 1616, 1630 and 1632. As already announced, as a result of a commission recommendation dated 23 December 1977 these arrangements have been modified as described below.

Products covered by the revised arrangements

The iron and steel products affected by the revised arrangements are as follows:

Tariff heading	Description of goods
ex 73.01	Pig iron and cast iron *other than spiegeleisen.*
ex 73.02	Ferro-manganese containing more than 2% by weight of carbon (high carbon ferro-manganese).
73.08	Iron or steel coils for re-rolling.
ex 73.10	Wire rod, of iron or steel, not further worked than hot-rolled or extruded.
ex 73.10	Reinforcing bars, of iron or steel, not further worked than hot-rolled or extruded.
ex 73.10	Bars *other than reinforcing bars and hollow mining drill steel* and rods *other than wire rod*, of iron or steel, not further worked than hot-rolled or extruded.
ex 73.11	Angles, shapes and sections, of iron or steel, not further worked than hot-rolled or extruded, *other than sheet piling.*
ex 73.12	Hoop and strip, of iron or steel, not further worked than hot-rolled.
ex 73.13	"Electrical" sheets and plates, of iron or steel, *other than those with a watt-loss, regardless of thickness, of 0.75 watt or less.*
ex 73.13	Sheets and plates, of iron or steel, not further worked than hot-rolled and of a thickness of 2 mm or more.
ex 73.13	Sheets and plates, of iron or steel, not further worked than cold-rolled, of a thickness of more than 1 mm but less than 3 mm, *other than "electrical" sheets and plates.*
ex 73.13	Sheets and plates, of iron or steel, not further worked than cold-rolled, of a thickness of 1 mm or less, *other than "electrical" sheets and plates.*
ex 73.13	Sheets and plates, of iron or steel, zinc-coated or lead-coated, *other than "electrical" sheets and plates.*

Tariff heading	Description of goods
ex 73.15	Wire rod, of high carbon steel, not further worked than hot-rolled or extruded.
ex 73.15	Bars, rods *other than wire rod*, hollow mining drill steel, angles shapes and sections of alloy steel, not further worked than hot-rolled or extruded.
ex 73.15	Sheets and plates, of alloy steel, not further worked than cold-rolled and of a thickness of less than 3 mm, *other than "electrical" sheets and plates*.

Revised licensing arrangements

With effect from 1 January 1978, all existing surveillance licences issued in respect of the goods described above were revoked and traders have been required to apply for new licences *which will now be valid for one month*, and will be freely issued upon application on Form ILB/A to Import Licensing Branch at the address below.

Separate applications must be made in respect of each 8-digit UK overseas trade classification number within the descriptions of products as categorised above. Quantities should be stated in tonnes and in addition to the information to be entered on Form ILB/A must also specify the following information:

(a) the final destination in the UK of the goods concerned;
(b) the basic cif free-at-frontier price duty-paid, the basic delivered price at destination and the extras for quality and size; and
(c) the date of the purchase contract for the products which it is proposed to import and the proposed date and place of importation.

Importers must also provide a declaration that no rebate not mentioned in the purchase contract or contracts will be granted.

Note

The revised licensing arrangements apply only in respect of the iron and steel products listed in notices to importers 1616 and 1632. The products listed in notice to importers 1630 are *not* affected by the revised arrangements, but the domestic price requirement arrangements set out in that notice continue to apply.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 276.

1651: Iron and steel imports from the Soviet Union

As announced in the press on 30 December, on and after 1 January 1978 the importation of the following iron and steel products originating in the Soviet Union is prohibited except under an individual licence issued by the Department of Trade:

Tariff heading	Description of goods
ex 73.07	Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel, rolled.
73.08	Iron or steel coils for re-rolling.
73.09	Universal plates of iron or steel.
73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel.
73.11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements.
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled.
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled.
73.14	Iron or steel wire, whether or not coated, but not insulated.
73.15	Alloy steel and high carbon steel in the forms mentioned in headings 73.06 to 73.14.
73.18	Tubes and pipes and blanks therefore, of iron (other than of case iron) or steel, excluding high pressure hydro-electric conduits.

Licensing arrangements

Applications for specific individual licences will be considered for any of the above-mentioned goods arriving in the UK on and after 1 January 1978 which can be shown (by producing a copy bill of lading or evidence that the goods were loaded on a train) to have been consigned to the UK before that date. Traders whose products meet the conditions described above are therefore invited to make application on form ILB/A to import licensing branch at the address shown above. It is not intended that any licences will be issued during the calendar year 1978 in respect of iron and steel products which do not meet those conditions. Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 276.

Export publicity for industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr P. T. Brazier, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St. James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr. E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-938 2345 ext. 271 – Telex 915444).

Overseas trade export successes

British Aerospace receives £30m order for airbus wings

Hawker Siddeley Aviation, a British Aerospace company, has received orders totalling over £30 million for further sets of wings for the A300 airbus. The orders placed by Airbus Industrie, the European Consortium which oversees the production and marketing of the 300 seat wide-body airliner, cover the completion of 16 more sets of wing boxes (bringing the total to date to over 100) and materials for further batches, which will increase the number of wing sets in the programme to 132.

To date 70 sets of wing boxes have been delivered from HSA's Chester factory to the Franco/German assembly lines in Bremen and Toulouse and already 39 A300 Airbuses are in service with 11 airlines throughout the world. Latest to enter service have been the A300s leased to Eastern Airlines of the USA, for operation on their busy New York-Florida routes.

Total orders on Hawker Siddeley Aviation since the outset of the A300 programme, including contracts for wing production, design and support services are now valued at approximately £150 million and provide employment for some 2000 people in the UK.

Further information: circle 270

Dunlop irrigation contract for Ivory Coast

A £2 million contract to supply the Ivory Coast with sprinkler systems and overground pipeline has been won by Dunlop Irrigation Services. The contract, with H. V. A. Enco, Amsterdam, is for one of six sugar cane developments being set up by the Ivory Coast government.

Dunlop Irrigation Services will assist with the manufacture, design and installation of the equipment, offering a complete irrigation technical consultancy service.

In September SAIDCO, the Saudi Agricultural and Irrigation Development Company, was formed by Dunlop Irrigation Services with four Saudi Arabian partners and the USA's Food Development Corporation. Dunlop has already bid for contracts on behalf of the joint-venture company and has just completed a feasibility study for a dairy farm in Eastern Saudi Arabia. The Dunlop group introduced the new operation to design and implement agricultural systems to grow crops throughout the third world developing countries. Dunlop has been associated with agricultural development in Nigeria, Sri Lanka, Brazil and Malaysia for over 60 years, cultivating crops and installing and operating processing equipment and distribution facilities.

Further information: circle 271

Simon-Rosedowns win to supply £2m for copra complex

Simon-Rosedowns Ltd of Hull, England (Simon Food Engineering Group) are building in the Philippines a £2 million complex for the production of coconut oil. The order covers the design and supply of a plant to process 125 tons of copra a day for the Sulo Agro Industrial Development Corporation on the island of Jolo. It will consist of copra intake, preparation, pressing and oil filtration plant. The incoming copra will be ground and cooked and the oil will be expelled from the cooked copra by five Simon-Rosedowns mark 3A screw presses, before filtration and storage. The plant will include ancillary equipment for crude oil storage, steam and electrical generation, water cooling and workshop facilities. Pelleting plant for the copra meal will be supplied by associate company Simon-Barron Ltd of Gloucester.

Shipment of all equipment will be completed by November 1978 after which Simon-Rosedowns will supervise erection. Commissioning is scheduled for late 1979. The contract will be financed by Morgan Grenfell and Co Ltd with the backing of Export Credits Guarantee Department.

Further information: circle 272

Geoprosco win £7-11 million Abu Dhabi oil well drilling contract

Geoprosco International Ltd (Trafalgar House Group) has been awarded an oil well drilling contract worth between £7 and 11 million by the Abu Dhabi Petroleum Company. The work, which will take between two and three years, comprises the drilling, completing and testing of oil wells to a maximum depth of 10 000 ft in soft desert locations.

Drilling will be carried out by a geoprosco rig 41, a dual desert rambler rig with 1000 hp drawworks and hookload capacity of 500 000 lb. The circulating mud system is powered by two PZ9 triplex pumps each of 1000 hp. Sixty personnel will be housed and catered for in a completely self contained mobile skid mounted air conditioned camp consisting of 24 caravan units. Wheeldozers, crane and supporting plant will be used for access road and site preparation.

Further information: circle 273

Farrel Bridge provides Soviet Union with £10m of plastics and rubber machinery

Farrel Bridge have won a contract worth over £10 million for the supply of plastics and rubber processing machinery. This includes 13 complete rubber production lines to be installed in the USSR at Voronezh and Belaya Tserkov, as part of the turnkey construction of two tyre factory mill rooms by Simon Carves of Stockport.

One of the immediate ramifications at Farrel Bridge's Rochdale plant is the creation of new jobs in the skilled machinist sector and in the design and development departments. The basis of most rubber and plastics processing systems supplied by Farrel Bridge is the banbury mixer.

Further information: circle 274

Japanese licensed to build naval ship control systems

Hawker Siddeley Dynamics Engineering Ltd of Hatfield (a member of the Hawker Siddeley electrical and mechanical engineering group) and Kawasaki Heavy Industries Ltd of Japan have concluded a licence agreement for ship control systems. KHI will design and manufacture propulsion machinery control systems for gas turbine-powered destroyers and escort vessels of the current shipbuilding programme of the Japan Defence Agency.

Further information: circle 275

JCB sends 39 machines to United States

North American customers have ordered 39 machines from J. C. Bamford Excavators Ltd of Rocester, Staffordshire. These machines, all 3C mark III excavator loaders, have been bought by the state of North Carolina and are now at work on highway maintenance throughout the state. Tasks will include feeding gritters and salt spreaders in the winter.

Further information: circle 278

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Overseas trade exhibitions

Good results by British firms at Batimat

From Robert Hyde, British embassy, Paris

The eleventh Batimat (Paris salon international de la construction et des industries du second-œuvre) opened its doors on 24 November to the usual very large and comprehensive representation of all branches of the building materials industry. Exhibitors numbered over 3000, and the attendance was a record 329 364. There were two British joint ventures. The Building Materials Export Group sponsored a group of 19 firms while the British Carpet Manufacturers Association had a group of six companies. The British stands were on this occasion spread over seven different sites in this highly sectionalised exhibition.

While all the British exhibitors seemed well satisfied with their participation, a number enjoyed particularly good results. Bradley Building Products, consolidating their success at the previous Batimat in 1975, had a spectacularly positive show with their reconstructed stone products, while Essex Aluminium were even more successful with their aluminium windows and doors than two years before. The roofing tiles displayed by G. H. Downing, newcomers to the exhibition, attracted a great deal of interest, and Pilkington Cem-FIL were pleased with the level of inquiries for their glass reinforced cement – their first appearance at the show.

Prominent in the heating section were Inter Albion, the main attraction on whose stand was the Wespak Solar System manufactured by Williams of Droitwich, and T. I. Creda, who announced during the exhibition an important new agreement with the French company Damelec for the marketing of heating equipment, including storage heaters. Templeton Grays, sharing a stand with Woodward Grosvenor of the same group, were among the carpet companies who enjoyed a successful show.

Ernest Armstrong, Parliamentary Under-Secretary of State, Department of the Environment, toured the joint-venture stands on 28 November, which was designated British day, and was then guest of honour at a lunch given by the exhibition organisers. All in all, although the number of British firms taking part in the joint ventures on this occasion was fewer than at the previous Batimat in 1975, British exhibitors recorded excellent results at an exhibition which more than maintained its very high international reputation.

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs

Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

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Overseas trade country data

Australia

Tennis and squash racquets. The Australian government has asked the Industries Assistance Commission (IAC) to issue an interim report by 9 January 1978 on whether the developing countries preferential tariff on tennis and squash racquets (strung or unstrung) falling within customs tariff item 97.06.9 are causing or threatening to cause injury to that sector of the Australian industry which manufactures these products and, if so, from which country or countries this preferential treatment should be withdrawn or modified and, if modified, to what extent. The report has been called for in the context of the current general tariff review of sporting and recreational equipment which was the subject of a notice in *Trade and Industry* dated 8 October 1976.

Further information will be published as soon as it is available.

Inquiries: CRE 01-215 5139.

Ref: CRE 1738/76

Bottle washing machines. The Australian government has referred the following questions to the Industries Assistance Commission (IAC) for inquiry and report before 25 January 1978. The reference draws the attention of the IAC to the fact that the policy objective of the system of tariff preferences for developing countries is to assist imports from developing countries to become competitive in the Australian market by according preferential tariff treatment to such imports, provided that the imports entered under such preferential tariffs do not cause or threaten injury to Australian industry and, having regard to these principles to report whether imports of bottle washing machines falling within sub-item 84.19.9 in schedule 1 to the Customs Tariff Act 1966, as proposed to be altered, and dutiable at the developing country preferential tariff rates applying to those goods, are causing or threatening injury to the Australian industry and, if so, from which country or countries should the developing country margins of preference be withdrawn or modified and, if modified, to what extent.

Further information will be published as soon as it is available.

Inquiries: CRE 01-215 5319.

Ref: CRE 1921/77

The Gambia

Customs tariff amendment. The Customs Tariff Amendment, 34, published in the *Gambian Gazette* of 28 October announced the following change in duty rates from 1 October 1977:

Tariff heading	Tariff description	Rate of duty
24.02	Manufactured tobacco, tobacco extracts and essences:	
	A Cigars, cheroots and cigarettes not exceeding 3 lb weight the thousand	The hundred D2.00
33.06	Perfumery, cosmetics and toilet preparations:	
	A Liquid perfumes containing alcohol	The gallon D20.22 or 60%

Inquiries: OTAR 01-248 5757 ext. 473.

Norway

Agricultural goods. Under the terms of the exchange of letters to the Norway/EEC agreement, from 1 January 1978 further duty reductions were made on certain goods from the enlarged EEC (and in some cases from other Efta countries) falling under the following tariff numbers:

06.01, 06.02, 06.03, 06.04, 07.01, 08.06, 08.07, 08.08, 12.03

Inquiries: OTAR 01-248 5757 ext. 458/461.

Oman

Ministry of Defence. The Oman Ministry of Defence has published the following notice: All suppliers of goods and services to the Ministry of Defence, including the Sultan of Oman's Land Forces (SOLF), the Sultan of Oman's Air Force (SOAF), the Sultan of Oman's Navy (SON) and the engineering division of the ministry are required to submit to the Head of Finance Division, Ministry of Defence, PO Box 113, Muscat, a statement showing the amount claimed by them to be owed to them by ministry at 31 December 1977. The statement must give full details of all invoices or debit notes making up the amount claimed. These statements of account must be received by the ministry no later than 15 January 1978. Failure to provide such statements by that date may lead to any amounts claimed at a later date not being accepted for payment by the ministry.

Inquiries: CRE 01-215 5221.

South Africa

Customs tariff application. Customs Tariff Application List 32/77, published in the South African *Government Gazette* of 23 December 1977, contains an application to the Board of Trade and Industries for increase in duty on single-spindle, power operated drilling machines with a drilling capacity not exceeding 44.5 mm, not numerically controlled, classifiable under tariff subheading 84.45.29.10; woven fabrics printed with scarf designs (excluding indigo blue discharge print fabrics), classifiable under tariff headings 51.04 and 56.07.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 2 December 1977.

R.2461 CCCN 28.17: The rate of duty on liquid sodium hydroxide (caustic soda) is amended from 20 per cent or 375c/100 kg less 80 per cent of the fob price to 20 per cent or 900c/100 kg less 80 per cent of the fob price.

R.2462 CCCN 39.02: The effect of this amendment is that the rate of duty on certain pressure-sensitive plates, sheets, strip, film and foil of ethylene polymers or copolymers is amended to 25 per cent or 65c/m^2 less 75 per cent of fob price.

R.2463 CCCN 84.22 and 87.07: The rates of duty on certain counter-piece balanced fork-lift trucks and certain parts thereof are amended.

R.2464 CCCN 87.10: The rates of duty on bicycles and pneumatic tyres and inner tubes imported with cycles, are amended.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 9 December 1977.

R.2515 CCCN 28.16: The rate of duty on ammonia, anhydrous or in aqueous solution, is amended from 1420C per 100 kg less the fob price, insurance and freight to 1400C per 100 kg less the fob price.

General rebates

R.2516 Item 460.06. CCCN 28.16. The extent of rebate on ammonia, anhydrous or in aqueous solution, in such quantities and at such times as the Secretary for Industries may allow by specific permit, is amended from not exceeding 290C per 100 kg to not exceeding 460C per 100 kg.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Compulsory addition of dioxide of tilanid. The compulsory addition of dioxide of tilanid, in *Trade and Industry*, 2 December, to products containing soya bean protein should have read 0.1 per cent and not 1 per cent as printed.

Inquiries: OTAR 01-248 5757 ext. 461.

Sri Lanka

Commonwealth preference. Further to *Trade and Industry* of 16 December information has now been received that common-

wealth preferences were formally withdrawn on 15 November 1977.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Syria

Import regulations. The Ministry of Economy and Foreign Trade issued on 6 November 1977, decree 690, which prohibits the import of all types of porcelain tiles under tariff heading 69.08, the import of the following sanitary ware under tariff number 69.10:

Wash basins, sizes 35/40, 40/50 and large.
Wash basins (with or without pedestal) (size 60).
Lavatories (ground or with seats and flush), bidets, urinals, soap holders, wash basin shelves 50/60.

Inquiries: OTAR 01-248 5757 ext. 420/475.

United States

Architectural glazing materials. The *Federal Register*, 7 December 1977, published a rule by the CPSC to amend the safety standard for architectural glazing materials for materials used in category II products. A copy of the text is available to British exporters from OTAR section.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Children's wearing apparel. The *Federal Register*, 6 December 1977, published a notice by the CPSC clarifying the commission's statement of policy that children's wear containing tris is a banned hazardous product. A copy of the text is available to British exporters from OTAR section.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Motor vehicle standards. The *Federal Register*, 5 December 1977, published a final rule by the Department of Transport amending safety standard 205 glazing materials used in buses and standard 208 occupant crash protection which requires the provision of automatic crash protection in passenger cars phased over a period from 1 September 1981 to 1 September 1983. A copy of the text is available to British exporters from OTAR section.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals, agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below

01-248 5757

extension

Sub-section A
1 Co-ordination of EEC regulations requirements and common customs tariff (CCT)
Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 EEC legislation on tariff and non-tariff barriers relative to community trade
7174 EEC common agricultural policy – aspects affecting exports. Denmark (incl. Faroe Islands and Greenland)
423 France and French overseas departments, French overseas territories, Camerons
439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Caracas, St Eustatius, St Martin (Dutch), Saba, Surinam,
466 Italy, Irish Republic
467 Federal Republic of Germany

Sub-section B
Efta countries, Spain, Gibraltar, Malta, Israel, Eastern Bloc, China, Mongolia, Yugoslavia, Macao

458 Israel, Norway, Gibraltar, Malta
459 Austria, Sweden, Switzerland
460 Portugal, Finland, Iceland, Macao, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia
461 Spain, Canary Islands, Andorra

Sub-section C
1 North America, Bahamas, Bermuda, West Indies

455 Canada
456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)
7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and Central America

474 Argentina, British Antarctica Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela
476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D
Africa

462 Algeria, Libya, Morocco, Tunisia
471 Angola, Egypt, Mozambique, Mauritius, Rwanda, Seychelles, South Africa (with S.W. Africa, Lesotho, Swaziland and Botswana), Somalia, Sudan St Helena and Tristan da Cunha and Ascension Islands, British Indian Ocean Territory
472 Burundi, Cameroon, Cape Verde, Central African Empire, Ceuta and Melilla, Chad, Congo (Brazzaville), Madagascar; Equatorial Guinea, Ethiopia, Benin, Gabon, Ivory Coast, Guinea, Guinea-Bissau, Kenya, Uganda, Tanzania, Mali, Mauritania, Niger, Senegal, Sao Tome/Principe, Togo, Upper Volta, Western Sahara, Zaire
473 The Gambia, Ghana, Jibuti, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (includes Ocean Islands, Phoenix Islands, Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F
Middle East (Part) and Asia (Part)

420 Afghanistan, Bangladesh, Burma, India, Nepal, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Sri Lanka, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic
475 Iraq, Jordan, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,739	2,071	34	−145	48	15	106	−702	808
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−909	−2,353	1,444
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,537	−5,194	1,657
1975	107.9	35,257	10,062	1,745	2,034	−743	−429	−111	−65	−1,647	−3,203	1,556
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,227	−3,571	2,344
1975 2nd qtr.	108.1	8,880	2,484	446	513	−213	−74	−51	−61	−331	−657	326
3rd qtr.	106.7	8,739	2,562	420	512	−213	−209	−26	16	−599	−974	375
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	−12	24	−143	−628	485
1976 1st qtr.	110.2	8,829	2,489	405	471	44	0	26	33	−65	−538	473
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−350	−907	557
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−446	−1,144	698
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−366	−982	616
1977 1st qtr.	109.8	8,776	2,272	419	507	179	125	51	102	−516	−930	414
2nd qtr.	109.9	8,664	2,251	432	509	203	164	39	−5	−280	−698	418
3rd qtr.	109.8 p	8,794 p	2,250 p	454 p	524 p	−97 p	−78 p	11 p	−44 p	399	−50	449
% change last 2 qtrs. on prev. 2 qtrs.	−0.4	−1.2	−3.1	+4.9	+1.8							
on a year earlier	+0.1	−1.2	−7.4	+7.0	+3.8							

	Industrial production		Personal expenditure		Prices and earnings				Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)	thousands		thousands	On a balance of payments basis at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970				1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	109.9	110.5	110.7	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.8	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	132.0	136.4
1975	101.6	102.3	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	126.1	126.5
1976	102.2	103.5	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	136.6	134.3
1976 3rd qtr.	101.8	103.8	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.2	104.9	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8[1]	5.6[1]	..	141.5	138.2
1977 1st qtr.	103.6	105.7	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.9	142.4
2nd qtr.	102.2	103.1	103.9	102	181.9	17.4	347.7	259.2	285.2	1,330.4	5.6	159.2	149.9	144.4
3rd qtr.	102.7	103.8	106.8	112	184.7	16.5	340.5	267.7	288.4	1,420.8	6.0	150.5	153,7	141.9
4th qtr										1,431.5	6.1	157.2		
1977 Jan.	103.7	105.6	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	142.2	153.9
Feb.	103.5	105.7	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	139.5	133.9
Mar.	103.6	105.9	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	144.1	139.5
Apr.	102.5	103.7	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	150.5	139.2
May	103.7	105.3	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	146.1	142.9
June	100.2	100.3	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	153.2	151.2
July	102.8	104.3	107.0	109	183.8	17.6	344.5	265.8	286.5	1,402.2	5.9	152.7	153.5	149.1
Aug.	102.7	103.5	107.2	124	184.7	16.5	338.8	268.1	288.7	1,413.8	6.0	154.1	152.0	131.7
Sept.	102.7	103.7	106.2	103	185.7	15.6	338.1	269.2	290.1	1,446.4	6.1	144.7	155.7	144.8
Oct.	101.4 p	102.4 p	105.4	118	186.5	14.1	333.9 p	271.0 p	294.6 p	1,433.4	6.1	153.4	150.0	140.4
Nov.			105p		187.4	13.0	330.3 p	271.9 p		1,432.9	6.1	155.6	142.9 p	133.2 p
Dec.										1,428.1 p	6.0	162.7 p		
% change latest 3 months on prev. 3 months	—	−0.1	−0.2	+12.4	+1.4		−2.5	+2.0	+1.7	+0.8			−2	−3
on a year earlier	+0.1	−0.9	−2.9	+11.3	+14.2		+2.9	+17.5	+8.9	+8.7			+7	−1

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Economic indicators of the industrial countries

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – e. The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD), ie western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The five tables in this article are published monthly. A full set of tables with commentary appears quarterly (see 2 December 1977).

Inquiries: 01-215 3442.

Table 1 Industrial production (excluding construction) seasonally adjusted

Indices 1970 = 100

	Belgium	Luxembourg r	France	F.R. of Germany[2]	Ireland	Italy r	Netherlands r	United Kingdom r	EEC[1]	Canada r	United States	Japan	OECD
Weights in total	1.3	0.1	7.1	12.5	0.2	4.5	1.5	6.3	33.5	3.5	43.2	11.6	
1971	103	98.7	104	101.8	105	99.9	106	99.8	102	105.6	102.0	102.3	101
1972	109	102.8	112	105.7	109	104.4	111	102.1	106	113.0	111.0	110.2	108
1973	116	115.1	119	112.9	120	114.5	119	110.5	115	122.4	120.4	127.4	119
1974	120	119.1	123	111.3	122	119.0	125	108.5	115	126.9	119.9	123.5	119
1975	109	93.0	114	105.0	114	108.5	119	103.2	108	121.3	109.3	110.4	109
1976	118	98.8	124	112.7	125	121.1	126	104.6	115	127.4	120.4	125.1	119
1975 1st quarter	111	101.4	113	104	115	110.2	118	107.8	108	121.3	105.0	106.5	108
2nd	107	92.3	113	103	113	107.0	117	102.3	106	120.7	106.0	109.8	108
3rd	105	83.2	112	104	114	105.9	115	111.1	106	120.8	111.8	112.2	111
4th	110	94.2	117	108	116	110.8	123	102.3	110	122.4	114.4	112.9	114
1976 1st quarter	114	97.5	122	111	122	116.6	124	102.9	113	125.7	117.8	119.5	117
2nd	119	103.7	123	113	123	120.7	126	104.7	115	128.0	120.0	125.0	119
3rd	118	96.6	125	113	126	122.7	127	104.5	116	127.5	121.5	127.0	121
4th	121	97.7	125	115	127	127.9	129	106.1	118	128.4	122.2	129.3	122
1977 1st quarter	121	100.1	129	117	131	131.6	127	107.6	120	131.1	123.8	130.1	124
2nd	121	103.4	126	116	134	121.7	128	105.7	117	131.5	127.4	131.1	125
3rd	115 e	94.4	124	116 e		120.0	126	106.1		131.2	128.5	129.8	
1976 January	112	96.4	120	111		112.0	123	101.9	111	124.6	116.6	116.5	115
February	114	98.4	120	112		118.8	123	103.5	114	125.8	118.1	119.0	117
March	117	97.7	122	110		119.0	125	103.5	114	126.6	118.8	122.7	118
April	120	100.6	122	112		118.6	127	104.3	115	127.5	119.1	125.9	119
May	119	108.0	122	111		124.1	123	106.2	115	127.5	120.2	123.4	120
June	121	102.6	123	113		119.5	127	103.6	115	127.2	120.7	125.7	120
July	114	94.1	124	111		122.7	124	104.5	115	126.7	121.2	127.3	120
August	121	86.5	124	113		118.9	126	103.8	115	128.2	121.8	126.7	120
September	120	109.1	129	115		126.4	129	105.2	119	127.5	121.3	127.1	122
October	122	101.6	123	115		122.8	128	105.6	117	127.2	121.0	127.3	121
November	119	96.5	129	115		128.6	127	106.3	119	128.6	122.3	130.4	123
December	121	95.2	125	116		132.3	131	106.5	119	129.4	123.5	130.3	123
1977 January	122	101.6	129	117		131.6	129	107.7	121	131.6	122.7	130.7	124
February	119	96.7	127	116		131.4	126	107.4	119	130.8	123.6	128.4	123
March	122	102.0	129	118		131.7	127	107.6	120	131.1	125.5	131.2	126
April	119	100.0	125	116		122.5	133	106.1	118	130.8	126.3	132.3	124
May	122	105.6	123	115		125.7	127	107.5	117	131.5	127.1	129.6	124
June	122	104.5	128	116		117.0	125	103.4	117	132.5	127.8	131.4	125
July	105	97.9	124	115		118.5	125	106.2	116	131.1	128.7	128.8	124
August	119	84.7	125	116		119.0	125	106.1	117	131.5	128.2	130.3	124
September	115	100.7	125	117		122.8	127	106.1		131.2	128.7	130.3	
October			123	117		117.8	126	104.3			129.0	130.2	
November											129.9		
% change latest three months On previous three months	−6.6	−8.6	−0.8	1.2	2.3	−0.5	0.3	−0.2	−1.4	−0.3	0.8	0.3	—
On a year earlier	−4.5	−2.2	−1.1	2.0	8.9	−2.4	−1.4	0.6	1.4	3.0	6.3	2.5	3.6

[1] Excluding Denmark. [2] Due to changes in the method of calculation, the quarterly and monthly figures for F.R. Germany have been substantially revised. r Revised.
Source: United Kingdom: Department of Trade; all others 'OECD MEI'.

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Table 3 Unemployment seasonally adjusted [7]

Numbers thousands

	Belgium[3] r	Denmark[3]	France[1]	F.R. of Germany[1]	Ireland[2]	Italy[3 9]	Nether-lands[1]	United Kingdom[1 3]	Canada[2]	United States[3]	Japan[3]
1970	71	24	262	148	42	616	46	602	495	4 089	593
1971	71	30	337	185	42	613	62	776	552	4 993	639
1972	87	30	380	246	48	696	108	885	562	4 840	730
1973	92	20	394	274	44	669	110	611	520	4 305	670
1974	105	45	498	583	48	560	135	600[5]	525	5 076	740
1975	177	103	840	1 074	75	654	195	929	697	7 830	1 000
1976	229	107	933	1 060	84	732	211	1 269[5]	736	7 288	1 080
1977								1 379			
1975 1st quarter	143	99	708	1 000	68	603	174	738	664	7 476	913
2nd	169	103	829	1 070	74	667	191	847	698	8 087	963
3rd	189	101	915	1 123	78	648	205	1 000	716	7 997	1 025
4th	210	109	916	1 142	80	699	210	1 132	721	7 912	1 114
1976 1st quarter	213	109	907	1 139	82	681	208	1 223	705	7 151	1 072
2nd	227	106	950	1 033	84	693	208	1 246	730	7 014	1 102
3rd	238	104	951	1 035	85	776	221	1 308	752	7 439	1 101
4th	238	115	932	1 014	83	777	206	n.a.	764	7 578	1 038
1977 1st quarter	246	127	973	1 022	82	1 459	194	1 330	822	7 068	1 032
2nd	261	143	1 095	1 017	84 e	1 432	198	1 331	853	6 816	1 110
3rd	276	151	1 185	1 058	83 e	1 692	217	1 421	875	6 814	1 152
4th								1 433			
1976 June	236	99	967	1 016	83		213	1 257	723	7 143	1 084
July	237	105	950	1 036	85		217	1 294	761	7 428	1 114
August	243	103	962	1 091	86		225	1 309	745	7 506	1 117
September	235	105	941	1 028	84		220	1 319	750	7 384	1 074
October	231	113	935	1 022	83		214	1 305	769	7 564	1 058
November	243	111	931	1 009	83		207	n.a.	752	7 651	1 086
December	239	122	930	1 011	83		199	1 326	772	7 519	973
1977 January	242	125	945	1 053	81		196	1 338	780	6 958	1 005
February	245	132	972	1 020	81		193	1 331	829	7 183	1 032
March	250	125	1 003	992	83		192	1 321	856	7 064	1 057
April	254	132	1 039	1 015	83		192	1 323	870	6 737	1 030
May	262	146	1 097	1 008	84 e		197	1 316	841	6 750	1 127
June	267	150	1 151	1 028	84 e		206	1 353	847	6 962	1 172
July	272	145	1 180	1 066	84 e		212	1 402	859	6 744	1 143
August	282	155	1 216	1 066	84 e		220	1 414	879	6 926	1 153
September	275	153 e	1 160	1 043	82 e		218	1 446	886	6 773	1 117 e
October	273	148 e	1 100	1 033			213 e	1 433	886	6 872	1 058 e
November			1 055	1 028				1 433			
December								1 433			
Rate % in latest month	10.1	7.0 e	5.8	4.5	11.3 e	—	5.5 e	6.0	8.3	7.0	1.9 e
% change latest three months											
On previous three months	3.6	3.4	−6.5	−1.8	−0.4	18.2	5.9	0.9	4.1	0.6	−3.3
On a year earlier	17.1	42.1	18.1	1.5	−2.0	—	−1.2	8.9	17.1	−8.4	2.4

Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison. [1] Registered unemployed (excluding school leavers): rate per cent of total employees. [2] Insured unemployed: rate per cent of total insured population. [3] Labour force sample survey: rate per cent of total labour force. [4] Unemployment-insurance beneficiaries: rate per cent of total numbers insured. [5] Estimated in the absence of one month's figures. [6] Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given. [7] Some seasonally adjusted data have been estimated from unadjusted material. [8] UK per cent changes are calculated with a non-rounded series. [9] From 1977, new method of calculating unemployment which is not consistent with the other figures. e Estimated. n.a. Not available. r Revised. Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.

Table 5 Consumer prices All goods and services

Indices 1970 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1971	104.3	104.7	106	105.3	105.3	108.9	104.8	107.5	109.4	106	102.9	104.3	106.1	105
1972	110.0	110.1	113	111.7	111.1	118.4	110.8	115.9	117.2	113	107.8	107.7	110.9	110
1973	117.7	116.8	123	119.9	118.8	131.8	122.4	125.2	128.0	122	116.0	114.4	124.5	119
1974	132.6	128.0	142	136.3	127.1	154.2	146.2	137.3	148.4	138	128.6	127.0	154.2	134
1975	149.6	141.7	156	152.2	134.7	186.4	171.3	151.3	184.4	157	142.5	138.6	172.4	150
1976	163.2	155.6	170	166.8	140.8	219.9	199.6	164.6	214.9	175	153.2	146.6	188.4	163
1975 1st quarter	143.9	136.3	152	147.0	132.0	177.7	164.9	145.8	166.9	150	137.1	135.0	166.4	144
2nd	147.7	140.1	156	150.6	134.5	188.5	169.3	149.9	182.7	156	140.1	137.1	172.1	148
3rd	151.1	143.1	158	153.9	135.5	187.1	172.9	152.9	190.8	160	144.9	140.1	173.6	151
4th	155.5	147.3	157	157.3	136.7	192.2	178.1	156.3	197.3	163	147.9	142.3	177.7	155
1976 1st quarter	158.7	151.1	162	161.1	139.0	206.3	184.8	159.0	204.4	168	149.8	143.7	181.4	158
2nd	161.8	154.5	168	164.8	141.1	219.1	196.5	164.3	211.9	173	152.1	145.5	187.7	161
3rd	164.9	156.9	171	168.6	141.2	222.4	201.7	165.4	216.8	176	154.3	147.8	189 8	164
4th	187.6	159.7	178	172.9	141.9	231.8	215.5	169.6	226.8	182	156.6	149.4	194.5	168
1977 1st quarter	170.9	163.4	180	175.6	144.6	240.6	225.2	170.8	238.2	188	159.9	152.1	198.8	172
2nd	173.7	165.9	185	181.0	146.5	249.7	233.8	175.8	248.8	194	163.7	155.3	204.2	176
3rd	176.3	167.0	190	185.3	146.9	252.4	239.7 e	176.9	252.7	197 e	167.3	157.6	204.8	179 e
1976 April	161.0	153.8	167	163.8	140.6		193.8	163.9	210.0	172	151.0	144.6	187.2	160
May	162.2	154.7	169	164.9	141.1	219.1	197.7	164.5	212.3	174	152.3	145.5	187.7	161
June	162.4	154.9	169	165.6	141.5		198.6	164.5	213.4	174	153.0	146.3	188.1	162
July	163.7	156.1	169	167.2	140.9		199.6	163.7	213.8	175	153.6	147.1	189.1	163
August	164.4	157.3	170	168.4	141.4	222.4	201.8	165.4	216.8	176	154.3	147.8	187.6	164
September	166.5	157.5	174	170.2	141.4		205.2	167.2	219.7	178	155.0	148.4	192.6	165
October	166.9	158.7	176	171.8	141.5		211.1	169.5	223.7	181	156.1	149.0	193.8	167
November	167.5	159.7	178	173.2	141.8	231.8	215.7	169.7	226.8	182	156.6	149.4	193.8	167
December	168.4	160.8	179	173.8	142.5		218.6	169.7	229.8	184	157.1	149.9	195.8	169
1977 January	170.1	162.4	179	174.3	143.8		221.4	169.5	235.9	186	158.4	150.7	197.7	170
February	171.4	163.5	179	175.5	144.7	240.7	225.7	170.8	238.2	188	159.9	152.3	198.8	172
March	171.3	164.2	181	177.1	145.2		228.5	172.2	240.5	190	161.5	153.2	200.0	173
April	172.2	165.2	183	179.4	145.9		231.3	175.1	246.7	192	162.4	154.4	203.3	175
May	173.9	165.8	186	181.1	146.5	249.7	234.2	176.0	248.6	194	163.8	155.3	205.2	176
June	175.0	166.7	187	182.5	147.2		235.8	176.4	251.2	195	164.9	156.3	204.1	178
July	175.5	167.4	188	184.1	147.0		237.2	176.1	251.4	196	166.5	157.0	203.6	178
August	176.1	167.0	190	185.1	146.9	252.4	239.4	176.7	252.7	197	167.2	157.6	203.6	179
September	177.3	166.6	192	180.7	146.7		242.5	177.8	254.0	198 e	168.1	158.2	207.2	180 e
October	177.7	167.3	198	188.2	146.9		245.2 e	178.4	255.1	199 e	169.4 e	153.7	208.3	181 e
November	178.4	168.1			147.0 e		248.9 e	178.8	256.3					
% change														
latest month on same month a year earlier	6.5	5.3	12.5	9.5	3.7	—	15.4	5.4	13.0	9.9	8.5	6.5	7.5	8.4
latest three months on previous three months	1.3	0.2	3.4	1.2	−0.1	1.1	3.4	1.1	1.3	1.5	1.9	1.3	1.0	1.5
on previous three months on a year earlier	6.5	5.5	11.5	8.5	3.7	13.5	16.6	5.6	14.2	11.0	8.4	6.6	7.9	8.9

Source: OECD main economic indicators.

Table 8 **Exports (fob)** Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark[2]	France	F.R. of Germany	Ireland[2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States[2]	Japan[2]	OECD
1970	11 592	3 288	17 940	34 188	1 032	13 188	11 772	19 382	112 356	16 134	43 224	19 320	220 045
1971	12 081	3 609	20 592	39 009	1 308	15 177	13 953	22 365	128 084	17 676	44 211	23 994	246 037
1972	15 995	4 330	25 739	46 208	1 610	18 535	15 392	24 415	153 152	20 184	49 676	28 591	290 784
1973	22 416	6 120	35 952	67 440	2 124	22 236	23 952	30 662	210 684	25 200	71 316	36 936	398 880
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 260	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 541	325 044	38 628	114 996	67 272	630 504
1975 1st quarter	7 731	2 172	13 434	23 481	783	8 685	8 823	11 353	76 542	8 022	27 114	14 781	146 070
2nd	6 981	2 196	13 248	23 025	753	8 571	8 565	10 978	74 367	7 890	25 803	13 734	140 847
3rd	6 540	2 073	12 591	21 279	798	8 646	8 052	10 562	70 488	7 842	27 171	13 344	136 887
4th	7 305	2 243	12 939	22 329	834	8 943	9 009	11 214	74 763	8 220	27 837	14 130	143 982
1976 1st quarter	7 467	2 136	13 395	23 427	735	8 427	8 949	11 477	76 086	9 102	26 190	15 729	147 453
2nd	7 701	2 223	13 893	24 441	820	8 919	8 733	11 399	78 183	9 555	28 668	16 443	153 063
3rd	8 151	2 340	13 881	25 851	832	9 327	9 858	11 480	81 696	9 996	29 649	16 977	160 509
4th	9 207	2 433	14 556	27 768	903	10 089	11 241	11 932	88 107	9 402	29 499	17 685	167 034
1977 1st quarter	9 156	2 547	15 282	28 134	957	10 395	10 690	13 003	90 120	10 359	29 746	19 746	171 954
2nd	9 066	2 362	15 303	28 615	1 004	11 571	10 329	14 323	92 552	10 211	31 329	19 664	175 600
3rd		2 525	16 058					14 989		10 480			
1976 April	2 550	723	4 568	7 981	290	2 775	2 890	3 768	25 551	3 094	9 114	5 299	49 504
May	2 622	780	4 899	8 459	274	3 319	3 009	3 819	27 230	3 095	9 889	5 648	52 484
June	2 594	733	4 488	8 100	249	2 725	2 785	3 807	25 511	3 389	9 689	5 640	51 276
July	2 364	757	4 435	8 040	266	3 131	3 123	3 674	25 800	3 253	9 905	5 576	51 770
August	2 766	785	4 713	8 378	257	3 032	3 381	3 884	27 157	3 432	9 843	5 545	53 289
September	3 021	798	4 733	9 434	308	3 165	3 353	3 915	28 738	3 313	9 902	5 857	55 449
October	3 148	767	4 753	9 024	323	3 387	3 435	3 865	28 710	3 138	9 725	5 988	54 652
November	2 880	827	4 782	9 097	290	3 493	3 846	3 887	29 069	3 021	9 342	5 733	54 696
December	3 179	840	5 021	9 648	291	3 208	3 960	4 182	30 326	3 244	10 433	5 964	57 713
1977 January	3 032	852	5 175	9 285	309	3 517	3 654	4 356	30 164	3 308	9 597	6 696	57 100
February	2 950	816	5 058	9 147	323	3 299	3 643	4 302	29 521	3 378	9 801	6 499	56 507
March	3 174	880	5 049	9 702	325	3 578	3 393	4 345	30 435	3 677	10 066	6 551	58 373
April	2 997	847	4 968	9 093	334	3 883	3 542	4 709	30 364	3 451	9 949	6 894	57 981
May	2 946	722	5 314	9 584	327	3 819	3 431	4 652	30 792	3 283	10 540	6 282	58 246
June	3 123	793	5 021	9 938	342	3 867	3 356	4 962	31 396	3 477	10 084	6 494	59 373
July	2 851	813	5 031	9 236	402	3 499	3 592	5 033	30 453	3 564	10 279	6 949	58 786
August	2 916	843	5 375	9 681	387	3 850	3 905	4 835	31 799	3 547	9 675	6 601	
September		869	5 652		403			5 120		3 369			
October								5 034					
November								4 916					
% change latest three months:													
On previous three months	−2.5	6.9	4.9	1.7	18.8	−0.6	4.7	1.6	2.2	2.6	−1.7	−1.6	2.1
One year earlier	15.1	7.9	15.7	17.7	43.4	26.2	16.8	29.2	19.3	4.8	2.0	19.6	13.4

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. r Revised.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A"

Table 9 **Imports (cif)** Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States [2]	Japan	OECD
1970	11 352	4 380	19 116	29 808	1 572	14 940	13 392	21 696	116 280	13 308	39 960	18 876	225 649
1971	12 390	4 476	21 261	34 356	1 838	16 026	15 159	23 918	129 403	15 460	45 633	19 716	250 717
1972	14 879	4 988	26 696	39 759	2 113	19 252	17 127	27 877	152 643	18 924	55 819	23 463	297 984
1973	21 936	7 704	37 380	54 492	2 784	27 816	24 360	38 872	215 232	23 304	69 120	38 316	410 820
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 020
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 608	300 048	33 960	96 936	57 864	587 376
1976	33 352	12 336	64 392	87 780	4 200	43 368	39 348	56 269	343 428	37 956	121 788	64 776	672 906
1975 1st quarter	7 467	2 424	13 902	18 552	981	9 471	9 240	14 228	76 083	8 568	24 813	14 832	150 342
2nd	7 314	2 412	13 176	18 630	924	9 024	8 739	12 957	73 311	8 457	22 683	13 779	143 442
3rd	6 945	2 478	12 879	17 982	903	9 381	8 202	13 175	71 949	8 337	24 030	14 337	142 257
4th	7 614	2 841	14 277	19 128	1 008	10 410	9 039	13 103	77 517	8 556	25 410	14 964	150 357
1976 1st quarter	7 743	2 874	15 015	19 956	1 023	10 035	8 847	13 339	78 741	9 240	27 333	14 973	155 073
2nd	7 986	2 982	15 399	20 775	975	10 578	9 444	13 848	82 083	9 630	29 295	15 300	161 313
3rd	8 286	3 126	16 335	22 431	1 059	10 620	10 002	14 301	86 244	9 612	32 043	17 004	172 821
4th	9 225	3 354	17 628	24 240	1 125	12 057	11 658	14 411	93 867	9 405	32 631	17 427	183 699
1977 1st quarter	9 645	3 381	17 568	24 351	1 296	11 832	11 385	15 352	94 824	9 876	35 439	17 721	186 828
2nd	9 465	3 211	17 082	23 882	1 237	12 214	11 182	16 461	94 779	10 182	37 685	17 125	189 028
3rd		3 341	17 601		1 407			15 806		9 875			
1976 April	2 661	999	5 020	7 146	321	3 641	3 282	4 540	27 602	3 238	9 651	4 975	53 786
May	2 822	987	5 479	6 983	338	3 962	3 176	4 612	28 093	3 070	9 192	4 899	53 962
June	2 572	995	4 852	6 680	326	3 280	3 014	4 689	26 389	3 294	9 883	5 120	53 565
July	2 639	908	4 941	7 089	332	3 422	3 238	4 809	27 426	3 199	10 992	5 473	55 988
August	2 767	1 079	5 498	7 778	350	3 643	3 415	4 626	29 150	3 268	10 377	5 699	58 019
September	2 885	1 139	5 896	7 563	376	3 555	3 350	4 860	29 668	3 144	10 673	5 833	58 814
October	3 028	1 048	5 825	7 748	355	3 782	3 645	4 660	30 171	3 066	10 748	5 785	58 946
November	3 088	1 089	6 064	7 763	392	4 532	3 567	4 881	31 495	3 230	10 679	6 054	61 874
December	3 109	1 217	5 740	8 730	378	3 742	4 446	4 869	32 203	3 108	11 204	5 588	62 879
1977 January	3 346	1 090	6 053	8 349	463	3 870	4 075	5 531	32 781	3 257	11 430	6 173	63 065
February	3 070	1 062	5 725	7 818	418	3 995	3 803	4 881	30 777	3 326	11 582	5 677	61 071
March	3 229	1 230	5 791	8 183	415	3 968	3 505	4 939	31 264	3 294	12 427	5 873	62 675
April	3 171	1 042	5 412	7 707	399	4 240	3 764	5 194	30 945	3 482	12 721	5 742	62 271
May	3 153	1 042	5 672	8 112	418	4 276	3 723	5 405	31 811	3 394	12 050	5 785	62 800
June	3 141	1 127	5 998	8 063	429	3 699	3 695	5 863	32 023	3 316	12 914	5 614	64 193
July	2 828	1 029	5 478	8 563	451	3 622	3 792	5 483	31 275	3 339	12 877	5 731	63 259
August	3 303	1 125	6 060	8 393	457	3 705	3 985	4 945	32 002	3 285	11 984	6 184	
September		1 187	6 063		499			5 378		3 251			
October								5 343					
November								5 002					
% change latest three months:													
On previous three months	−3.0	4.0	3.0	8.5	12.9	11.7	4.4	−3.5	1.4	3.1	1.6	0.7	2.3
One year earlier	16.2	6.9	7.8	16.1	33.0	6.6	18.7	9.2	14.9	2.7	20.9	7.6	16.4

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. r Revised.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

Engineering industries: indices of production up to September

Provisional estimates of the indices of production for engineering industries up to September suggest there was a slight increase in the output of the combined industries in the third quarter following the fall recorded during the first half of the year. The improvement was due to the electrical engineering sector where production largely recovered with a rise of over 3 per cent between the second and third quarters, whereas output of the mechanical and instrument engineering sectors was unchanged.

The majority of industries within mechanical engineering experienced some decrease in production in the third quarter of 1977 compared with the second. Increases were recorded only in the valves industry, compressors and fluid power equipment, constructional steelwork, and industrial plant and fabricated steelwork and in the latter two cases the level of output was still lower than the 1976 average.

In the small instrument engineering sector, production of watches and clocks increased between the second and third quarter, nearly offsetting the falls reported by firms in the other three industries. However a longer term comparison for the whole sector suggests that there has been some recovery from the trough of 1976.

Increases in output of broadcasting equipment, computers and domestic electrical appliances were important contributors to the partial recovery in production during the third quarter in electrical engineering (from a revised lower level in the second). Most other industries recorded more modest increases. The exceptions, showing moderate decreases, were electronic components; records and tapes; electrical equipment for vehicles, possibly affected by industrial disputes in the motor industry; and the lamps and other electrical groups.

These new series of production at industry level were introduced in an article in *Trade and Industry*, 9 September 1977, whilst a run of annual indices of production together with an article on recent improvements to the series appeared in *Trade and Industry*, 10 June 1977.

Inquiries: On the article and the statistics: Mr I. P. Tutt, Branch EcS 3A, Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr P. Coulson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 7239.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO, or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

Indices of production for engineering industries

Seasonally adjusted volume indices

		1970 = 100				1976				1977		
MLH		Weight (percentage)	1974	1975	1976 p	1st qtr	2nd qtr	3rd qtr p	4th qtr p	1st qtr p	2nd qtr p	3rd qtr p
3310	Agricultural machinery	1.05	132.2	113.7	109.3	107.2	104.6	107.7	117.5	114.9	95.5	105.4
3320	Machine tools	4.01	77.7	73.6	61.6	65.6	62.4	57.4	61.1	60.0	56.3	55.3
3331	Pumps	1.02	118.8	123.6	132.4	130.8	131.1	131.4	136.1	138.2	140.3	130.7
3332	Valves	1·49	104.4	106.6	101.1	98.8	98.6	99.0	108.2	109.9	100.2	106.0
3333/4	Compressors	1.85	116.4	109.0	103.9	102.7	105.0	101.9	105.9	109.6	107.4	109.6
3340	Industrial engines	1.61	108.6	125.6	122.0	128.4	127.8	117.4	114.6	138.7	131.5	131.4
3350	Textile machinery	2.25	111.3	111.7	75.4	89.6	79.0	68.4	64.7	55.7	47.1	48.9[2]
3360	Construction equipment	2.82	120.2	127.8	124·8	125.6	127.3	123.1	123.2	142.5	123.1	116.1
3370	Mechanical handling equipment	3.47	106.7	116.2	104.0	105.0	104.1	103.0	104.0	109.3	105.2	103.5
3380	Office machinery	2.03	109.0	103.6	103.7	99.2	100.6	100.8	114.3	107.5	101.9	103.2
3391	Mining machinery	1.04	135.7	169.2	159.1	166.0	163.3	153.8	153.3	136.3	151.5	149.0
3392	Printing and paper machinery	1.02	93.4	83.9	76.3	73.9	74.8	82.4	73.9	78.8	75.0	72.4
3393/4	Refrigerating and space-heating machinery	2.32	104.5	99.2	92.8	93.3	90.2	93.1	94.7	96.9	92.4	89.0
3395/6	Weighing machinery and power tools	1.08	110.3	102.8	102.0	93.0	102.4	113.8	98.8	100.8	107.2	103.5
3397/8	Food processing machinery: packaging machinery	1.53	119.2	129.4	118.9	125.3	123.1	120.2	107.4	113.3	115.3	111.8
3399	Other non-electrical machinery	4.99	95.2	84.8	81.0	80.7	88.8	77.4	77.0	94.7	79.0	76.0
3414	Constructional steelwork	3.11	123.9	120.5	105.6	112.0	105.1	104.4	101.0	109.9	94.3	96.3
3415	Industrial plant and fabricated steelwork	7.92	88.3	88.0	85.2	90.2	83.5	87.5	79.7	74.7	79.4	83.6[2]
3491	Ball roller and plain bearings	3.17	115.2	109.9	107.1	103.3	107.7	106.9	110.5	108.4	108.8	107.6
	Other mechanical engineering	7.40	115.5	105.0	97.3	99.0	100.1	95.4	94.7	96.9	99.9	96.3
	Mechanical engineering	55.16	106.2	104.2	96.9	98.9	98.1	95.7	95.0	98.4	94.5	94.2
3510	Photographic and copying equipment	0.80	101.5	96.1	94.4	85.7	96.6	89.8	105.4	92.9	99.6	95.6
3520	Watches and clocks	0.53	141.8	144.7	129.3	129.4	123.7	129.0	134.9	121.0	116.0	137.4
3530	Surgical instruments	1.18	145.1	136.7	120.9	116.8	126.6	119.6	120.4	123.7	122.1	120.4
3540	Scientific and industrial instruments	5.69	112.2	115.5	112.6	109.5	113.5	110.4	117.2	114.5	120.7	119.5
	Instrument engineering	8.19	117.8	118.5	113.1	109.5	114.4	110.9	117.6	114.1	118.6	118.4
3610	Electrical machinery	7.25	93.0	97.9	94.5	91.5	95.9	95.3	95.3	99.9	98.9	101.2
3620	Wires and cables	2.91	110.0	93.5	95.4	90.7	95.0	95.6	100.4	103.3	97.5	99.2
3630	Telecommunications	3.28	117.5	114.4	100.3	109.1	106.2	96.8	89.2	83.7	81.2	84.8
3640	Electronic components	5.48	145.7	111.7	113.5	105.1	113.4	113.3	122.1	125.4	127.6	123.9
3651	Records and tapes	0.42	194.3	197.4	187.9	186.2	199.4	185.3	180.7	216.0	194.4	176.8
3652	Broadcasting equipment	2.75	198.8	168.5	157.7	136.7	148.5	169.0	176.4	148.4	132.4	161.8
3660	Computers	1.43	135.0	158.8	169.8	170.8	159.5	171.7	177.2	180.7	185.7	219.9
3670	Electronic capital goods	4.30	93.4	97.1	101.6	97.6	100.5	103.7	104.5	109.4	105.8	109.4
3680	Domestic, electrical appliances	2.99	143.4	134.4	123.1	117.7	113.6	130.4	130.6	139.5	112.3	122.0
3691	Electric parts for vehicles	1.90	120.6	95.8	96.7	98.5	98.1	94.8	95.5	96.7	100.2	79.3
3692/3	Batteries	1.46	119.0	117.2	116.6	120.2	125.4	113.0	107.9	122.7	105.3	108.9
3694/5	Lamps and other electrical	2.50	104.8	97.2	93.4	91.8	94.2	93.5	94.0	97.7	97.5	95.3
	Electrical engineering	36.65	122.6	113.4	110.7	107.0	110.1	112.1	113.8	115.6	110.6	114.4
	Combined engineering	100.00	113.1	108.7	103.3	102.7	103.8	103.0	103.7	106.0	102.4	103.6

[1] Averages if for other than a calendar quarter should not be compared with those in the preceding column; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2] The figure shown is the average for June to August; later figures not available owing to insufficient response. p Provisional.

Motor vehicle production in November

Production of cars in the four weeks ended 26 November of 113 748 units (28 437 per week) was 6 per cent below the level in November 1976. In the 11 months to November 1977, the rate of production was virtually unchanged compared with the same period last year; the rate of production for export rose by 4 per cent while that for the home market fell by 3 per cent.

Production of commercial vehicles in November of 29 789 units (7447 per week) was 11 per cent below the level in November last year. The rate of production in the first 11 months of 1977 was 6 per cent higher than in the corresponding period of 1976. The rate of output for export was unchanged, while that for the home market rose by 12 per cent.

The summaries which follow are based on the seasonally adjusted figures in table 2.

Cars

November passenger car production of 104 000 units was 7 per cent below the monthly average for 1976. Output in the three months September to November rose by 6 per cent compared with the preceding three months; within the total, production for the home market fell by 5 per cent while that for export rose by 23 per cent.

Commercial vehicles

Commercial vehicle production of 29 100 units was 6 per cent below the monthly average for 1976. In the period September to November, output fell by 1 per cent compared with the preceding three months. Output for export fell by 9 per cent while for the home market rose by 6 per cent.

Note

To maintain comparability with earlier periods, the figures of car production shown in tables 1 and 2 include production in the form of components for assembly at Leyland's plant in Seneffe.

Inquiries: 01-212 0788

Table 1 Car and commercial vehicle production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1968	52	1 013 163	802 773	1 815 936	34 922	259 331	149 855	409 186	7 869
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52								
1976									
1st qtr	13	209 955	148 844	358 799	27 600	44 978	48 785	93 763	7 213
2nd	13	205 839	143 677	349 516	26 886	46 510	51 249	97 759	7 520
3rd	13	145 427	108 233	253 660	19 512	36 730	39 225	75 955	5 843
4th	14	207 260	164 214	371 474	26 534	54 336	50 244	104 580	7 470
1977									
1st qtr	13	181 025	152 106	333 131	25 625	51 614	55 128	106 742	8 211
2nd	13	209 934	163 894	373 828	28 756	49 030	49 437	98 467	7 574
3rd	13	166 285	106 275	272 560	20 966	43 867	40 111	83 978	6 460
4th	13								
1976									
Jan	4	56 966	39 432	96 398	24 100	12 051	13 971	26 022	6 506
Feb	4	68 878	50 913	119 791	29 948	14 468	15 829	30 297	7 574
Mar	5	84 111	58 499	142 610	28 522	18 459	18 985	37 444	7 489
Apr	4	54 445	38 281	92 726	23 182	13 209	14 019	27 228	6 807
May	4	76 074	51 169	127 243	31 811	16 122	18 245	34 367	8 592
Jun	5	75 320	54 227	129 547	25 909	17 179	18 985	36 164	7 233
Jul	4	56 334	34 350	90 684	22 671	12 389	13 444	25 833	6 458
Aug	4	32 971	31 801	64 772	16 193	8 871	9 219	18 090	4 523
Sep	5	56 122	42 082	98 204	19 641	15 470	16 562	32 032	6 406
Oct	5	82 077	59 240	141 317	28 263	19 947	19 320	39 267	7 853
Nov	4	67 512	52 863	120 375	30 094	17 922	15 706	33 628	8 407
Dec	5	57 671	52 111	109 782	21 956	16 467	15 218	31 685	6 337
1977									
Jan	4	66 199	54 935	121 134	30 284	16 852	16 536	33 388	8 347
Feb	4	49 647	46 882	96 529	24 132	15 302	17 049	32 351	8 088
Mar	5	65 179	50 289	115 468	23 094	19 460	21 543	41 003	8 201
Apr	4	64 592	50 157	114 749	28 687	13 277	14 974	28 251	7 063
May	4	80 218	61 224	141 442	35 361	18 741	18 853	37 594	9 399
Jun	5	65 124	52 513	117 637	23 527	17 012	15 610	32 622	6 524
Jul	4	47 199	28 553	75 752	18 938	12 964	13 406	26 370	6 593
Aug	4	51 661	28 234	79 895	19 974	12 532	10 240	22 772	5 693
Sep	5	67 425	49 488	116 913	23 383	18 371	16 465	34 836	6 967
Oct	4	55 439	48 994	104 433	26 108	19 190	13 679	32 869	8 217
Nov	4	63 388	50 360	113 748	28 437	18 143	11 646	29 789	7 447
Dec	5								

Note: The number of vehicles produced for export shown in these tables differs from the number exported (which is shown in the overseas trade statistics) because of differences in timing and coverage.

Table 2 Production seasonally adjusted

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1976						
1st qtr	67	49	116	14.7	16.9	31.6
2nd	68	46	114	15.2	16.2	31.4
3rd	62	44	106	15.0	15.4	30.4
4th	59	48	107	15.9	14.7	30.6
1977						
1st qtr	57	50	107	16.7	18.8	35.5
2nd	70	53	123	15.9	15.6	31.5
3rd	69	42	111	17.6	15.6	33.2
4th						
1976						
Jan	58	44	102	13.1	16.8	29.9
Feb	74	53	127	15.4	17.1	32.5
Mar	70	50	120	15.6	16.9	32.5
Apr	65	46	111	14.5	15.9	30.4
May	72	48	120	16.1	16.8	32.9
Jun	66	46	112	15.1	15.8	30.9
Jul	82	49	131	17.1	16.0	33.1
Aug	43	39	82	12.9	14.4	27.3
Sep	62	44	106	15.0	15.7	30.7
Oct	64	47	111	15.5	15.4	30.9
Nov	61	51	112	17.6	16.0	33.6
Dec	51	48	99	14.6	12.8	27.4
1977						
Jan	66	60	126	17.9	19.6	37.5
Feb	53	47	100	16.0	18.0	34.0
Mar	53	42	95	16.1	18.8	34.9
Apr	76	59	135	14.3	16.7	31.0
May	75	56	131	18.3	17.1	35.4
Jun	59	44	103	15.1	13.1	28.2
Jul	68	40	108	17.5	15.7	33.2
Aug	67	34	101	17.8	15.7	33.5
Sep	73	51	124	17.5	15.3	32.8
Oct	54	47	101	18.2	13.4	31.6
Nov	56	48	104	17.5	11.6	29.1
Dec						
Average of						
Jun-Aug 1977	64	40	104	16.8	14.8	31.6
Sept-Nov 1977	61	49	110	17.7	13.5	31.2
Percentage change	−5	+23	+6	+6	−9	−1

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

Regional selective assistance

The tables show, on a regional basis, the number and value of applications received and offers made under section 7 of the Industry Act during August and September 1977.

	Applications received		Offers made	
	No. of projects	Value (£'000)	No. of projects	Value (£'000)
August 1977				
Scotland	7	2 832	9	619
Wales	19	2 800	14	928
Northern	10	5 282	13	634
North West	31	4 017	10	591
Yorkshire and Humberside	15	1 438	14	674
South West	4	131	7	1 418
East Midlands	7	2 078	2	102
West Midlands	—	—	—	—
Total	93	18 578	69	4 966
September 1977				
Scotland	9	3 161	7	910
Wales	9	2 520	14	687
Northern	16	4 147	10	1 047
North West	38	6 349	32	2 215
Yorkshire and Humberside	16	2 763	12	442
South West	6	851	2	25
East Midlands	4	298	3	55
West Midlands	—	—	—	—
Total	98	20 089	80	5 381

Inquiries: 01-211 4216.

Chemicals: output sluggish in the third quarter

Output

There was a fall of 1 per cent in the output of the chemicals industry in the third quarter of 1977 but in the first three quarters taken together output was 5 per cent higher than in the corresponding period in 1976. On this latter comparison pharmaceuticals, paint and synthetic rubber showed above average increases, whereas toilet preparations, which is probably the most dependant on consumers' expenditure, had the lowest increase.

In November the Chemical Industries Association forecasted increases in chemicals output of 3½ per cent in 1977 and 5¼ per cent in 1978. The increase in 1978 is quite likely to be achieved given that the macro-economic prospects for the United Kingdom to end 1978 are in line with the Treasury forecasts published on 26 October 1977.

Trade

After the strong rise in the third quarter of 1977, the volume of exports fell back sharply in October and there was a further slight fall in November. Some loss in momentum in exports had been thought likely in view of the weakening in UK competitiveness during the first half of 1977. Between July and November 1977 there was a further loss in competitiveness when the ratio of export unit values to import unit values rose further. Despite this export prospects for 1978 are quite encouraging. The Chemical Industries Association forecast a rise in export volume of 9 per cent in 1978, ie much the same increase as is likely to be achieved in 1977.

In October and November taken together there was a rise in import volume compared with the third quarter level. The volume in the second half of 1977 is however likely to be unchanged on the first half to give a rise of about 12 per cent in 1977 as a whole. A smaller rise in import volume is expected in 1978.

Prices

Output prices rose by 3½ per cent in the third quarter of 1977, a slightly smaller increase than in the second quarter. It is provisionally estimated that in the three months to November output prices rose by 2¼ per cent; this represents a more significant slowing down in the rate of increase which partly reflects the relatively slow increase in input prices (the prices of materials and fuels purchased) during the first half of 1977.

Table 1 Index of production

Index numbers 1970 = 100, seasonally adjusted

MLH		1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr	% change on last quarter: Previous quarter	% change on last quarter: Same quarter a year earlier
271	General chemicals	100.7	104.5	118.6	130.3	112.1	125.2	121.6	126.2	125.6	127.3	131.7	132.8	126.2	−5	—
271.1	Inorganic chemicals	101.1	99.2	109.2	114.8	95.7	103.5	97.2	104.9	106.6	105.2	109.7	113.1	102.7	−9	−4
271.2	Organic chemicals	102.8	115.3	135.9	152.8	131.4	153.7	149.7	155.7	154.7	154.8	164.9	164.1	155.7	−5	+1
271.3	Other chemicals	97.8	97.7	108.9	121.3	108.2	116.0	116.0	115.5	112.7	119.8	117.3	118.2	118.0	—	+5
272	Pharmaceutical chemicals and preparations	107.0	115.7	136.4	148.9	148.4	159.1	150.9	155.0	164.3	166.1	163.5	162.5	178.1	+10	+8
273	Toilet preparations	105.4	112.9	126.1	139.2	135.4	139.2	138.2	138.2	137.8	142.7	149.2	140.8	127.5	−9	−7
274	Paint	103.0	110.1	120.9	115.4	113.8	122.5	117.7	118.9	124.7	128.7	131.5	129.0	128.0	−1	+3
275	Soap and detergents	99.1	102.5	105.8	115.4	110.2	116.6	112.7	119.4	118.7	115.6	122.4	122.7	118.7	−3	—
276.1	Synthetic resins and plastics materials	101.1	110.8	126.6	119.4	101.4	122.7	121.5	121.7	121.3	126.1	130.2	121.2	120.5	−1	−1
276.2	Synthetic rubber	90.5	100.0	118.2	108.7	84.1	106.1	97.4	108.2	107.5	111.3	106.3	113.8	116.8	+3	+9
277	Dyestuffs and pigments	97.0	106.7	112.2	118.6	101.0	111.4	106.4	111.3	111.8	115.9	116.7	119.5	112.6	−6	+1
278	Fertilisers	105.5	99.5	99.1	101.1	100.1	103.4	101.4	107.8	99.6	104.8	95.9	113.3	105.2	−7	+6
279	Other chemical industries	102.1	108.6	114.3	118.6	112.5	120.4	113.1	115.5	123.6	129.4	126.7	124.4	126.7	+2	+3
Order V	Chemical and allied industries	102.1	108.1	120.7	126.9	116.0	127.8	123.3	126.8	129.0	132.0	133.5	132.8	131.9	−1	+2
	Total manufacturing industry	99.4	102.0	110.5	108.9	102.4	103.4	101.6	103.5	103.8	104.9	105.7	103.1	103.8	+1	—

Table 2 Sales of principal products

£ million, 1970 prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
271	General chemicals	1 194	1 203	1 254	1 426	1 570	1 352	1 513	378	384	366	385	408	404	367
271.1	Inorganic chemicals	378	382	375	413	434	361	392	96	99	96	101	108	107	91
271.2	Organic chemicals	462	475	533	628	706	608	710	176	182	173	179	193	192	174
271.3	Other chemicals	354	346	346	385	430	383	411	106	103	97	105	107	105	102
272	Pharmaceutical chemicals and preparations	436	466	504	595	636	647	694	169	172	168	185	183	180	182
273	Toilet preparations	162	171	183	204	225	216	226	49	52	62	63	53	53	58
274	Paint	188	194	207	227	217	214	230	56	59	59	56	62	64	60
275	Soap and detergents	221	219	227	234	255	243	257	64	65	64	64	70	66	64
276	Synthetic resins, plastics materials and synthetic rubber	539	540	592	675	636	538	650	162	168	152	168	176	166	150
277	Dyestuffs and pigments	141	137	150	158	167	139	158	39	40	38	41	42	43	38
278	Fertilisers	162	171	161	161	164	162	168	41	46	42	39	38	48	44
279	Other chemical industries	405	413	436	464	478	459	498	125	125	116	132	140	135	117
Order V	Chemical and allied industries	3 448	3 514	3 714	4 144	4 348	3 969	4 394	1 083	1 111	1 067	1 133	1 172	1 159	1 080

Table 3 Imports of principal products of the chemical industry

£ million, cif current prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
271	General chemicals	305.1	307.3	340.2	458.8	865.9	818.3	1 077.9	230.8	263.2	285.1	298.8	341.1	332.9	352.5
271.1	Inorganic chemicals	74.7	72.3	78.6	102.3	165.9	172.9	240.8	51.3	61.5	60.1	67.9	64.0	70.6	72.6
271.2	Organic chemicals	161.1	155.0	161.8	236.8	503.2	398.1	577.4	122.1	136.5	157.5	161.3	181.1	173.9	182.7
271.3	Other chemicals	69.3	79.9	99.8	119.7	196.8	247.4	259.7	57.4	65.2	67.5	69.6	96.0	88.4	97.2
272	Pharmaceutical chemicals and preparations	39.5	43.3	50.6	76.5	110.7	115.7	164.9	38.5	37.9	40.1	48.4	52.5	51.4	50.7
273	Toilet preparations	5.1	6.2	9.0	15.1	21.2	25.3	31.2	6.0	6.8	9.4	9.0	10.7	12.7	12.1
274	Paint	5.4	5.9	7.3	9.9	14.8	13.9	21.2	4.5	5.4	5.2	6.3	6.7	7.0	6.9
275	Soap and detergents	7.1	7.9	11.4	12.8	24.4	17.4	24.2	5.6	6.4	5.5	6.7	4.6	4.6	5.2
276.1	Synthetic resins and plastics materials	106.4	110.7	133.0	189.4	340.5	243.7	432.4	91.2	106.7	113.6	120.9	134.2	130.1	130.3
276.2	Synthetic rubber	18.8	20.6	20.7	26.9	39.0	42.2	62.0	13.8	15.3	14.2	18.7	18.3	18.2	18.3
277	Dyestuffs and pigments	27.5	31.7	35.2	49.1	58.6	44.4	77.5	17.2	18.0	21.9	20.4	26.5	24.8	22.3
278	Fertilisers	23.0	25.8	32.8	35.1	57.0	55.1	60.5	17.8	15.6	13.7	13.4	18.4	16.4	17.9
279	Other chemical industries	39.8	46.2	53.7	73.3	113.4	122.5	176.8	43.7	41.9	46.5	44.7	56.9	55.1	65.9
Other V	Chemical and allied industries	577.7	605.6	693.9	946.9	1 645.5	1 498.8	2 128.6	469.0	517.2	555.2	587.3	669.9	653.3	682.1

Table 3a Imports of principal products of the chemical industry

£ million, cif 1970 prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
271	General chemicals	305	299	330	377	388	340	396	94	97	104	102	111	109	116
27.1	Inorganic chemicals	75	69	72	86	88	75	86	20	22	22	23	20	23	26
271.2	Organic chemicals	161	155	166	194	191	152	206	49	50	55	52	57	55	55
271.3	Other chemicals	69	75	92	97	109	113	104	25	26	27	27	34	31	35
272	Pharmaceutical chemicals and preparations	40	40	47	61	75	60	72	17	17	17	20	21	20	18
273	Toilet preparations	5	6	9	13	15	18	18	3	4	5	5	6	7	7
274	Paint	5	6	7	8	9	8	10	2	3	2	3	3	3	3
275	Soap and detergents	7	8	12	11	12	9	11	3	3	3	3	2	2	2
276.1	Synthetic resins and plastics materials	107	118	147	185	206	142	208	50	53	53	52	58	54	54
276.2	Synthetic rubber	19	23	25	24	23	26	28	8	7	6	7	7	7	7
277	Dyestuffs and pigments	28	30	31	39	37	24	36	9	8	10	9	11	10	10
278	Fertilisers	23	24	28	26	26	19	22	6	6	5	5	6	6	6
279	Other chemical industries	40	45	49	56	65	56	69	20	17	18	15	19	19	22
Order V	Chemical and allied industries	578	598	684	800	854	702	868	211	214	223	220	245	237	245

Table 4 Exports of principal products of the chemical industry

£ million, fob current prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
271	General chemicals	320.8	360.6	386.5	537.9	1 011.8	948.2	1 413.9	305.9	366.2	363.4	378.4	413.1	460.1	495.6
271.1	Inorganic chemicals	62.1	61.6	63.7	87.7	139.1	139.3	179.2	36.9	46.4	44.6	51.3	54.9	58.7	56.6
271.2	Organic chemicals	135.8	154.1	165.4	249.6	553.3	459.5	704.9	158.4	182.2	179.7	184.6	211.1	201.1	214.2
271.3	Other chemicals	122.9	144.9	157.4	200.6	319.5	349.3	529.7	110.6	137.5	139.1	142.5	147.1	200.3	224.8
272	Pharmaceutical chemicals and preparations	132.5	159.9	171.7	209.6	287.0	351.1	423.7	97.7	100.2	104.3	121.5	116.3	125.4	137.6
273	Toilet preparations	22.4	24.0	28.2	34.3	46.7	57.3	82.9	16.1	20.4	22.4	24.0	26.4	30.8	33.2
274	Paint	19.8	21.6	23.6	29.2	46.4	55.3	74.0	14.9	17.7	18.7	22.7	22.8	26.7	26.7
275	Soap and detergents	28.0	28.4	29.2	40.0	71.8	80.0	110.2	21.7	27.4	27.4	33.7	32.4	37.0	35.1
276.1	Synthetic resins and plastics materials	133.0	145.0	159.3	199.1	329.1	314.1	471.2	103.5	120.2	115.8	131.7	137.2	149.2	140.6
276.2	Synthetic rubber	19.8	22.3	25.6	34.3	46.6	37.8	56.2	12.5	14.8	13.1	15.8	18.5	18.0	18.5
277	Dyestuffs and pigments	53.6	60.0	73.7	99.9	148.4	124.9	185.3	37.2	46.5	49.5	52.1	54.9	56.7	57.8
278	Fertilisers	4.8	3.6	7.0	14.8	46.4	53.4	51.1	18.7	9.7	8.7	14.1	25.0	15.4	6.6
279	Other chemical industries	112.2	128.4	138.9	170.5	234.7	283.9	344.3	84.6	88.4	82.5	88.8	120.4	123.0	113.0
Order V	Chemical and allied industries	846.9	953.8	1 043.7	1 369.7	2 268.9	2 306.0	3 212.9	712.8	811.4	805.9	882.8	967.0	1 042.3	1 064.7

Table 4a Exports of principal products of the chemical industry

£ million, fob 1970 prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
271	General chemicals	320	349	365	471	573	431	550	135	144	136	135	136	155	158
271.1	Inorganic chemicals	62	60	58	67	69	56	63	14	17	15	17	18	20	18
271.2	Organic chemicals	136	152	161	231	297	209	277	74	72	67	65	66	66	64
271.3	Other chemicals	122	137	146	173	207	166	209	47	56	54	53	52	69	76
272	Pharmaceutical chemicals and preparations	133	155	163	193	233	234	253	61	61	62	69	65	68	72
273	Toilet preparations	22	22	25	29	28	28	37	8	9	10	10	11	12	13
274	Paint	20	21	21	23	25	26	29	6	7	7	8	8	9	9
275	Soap and detergents	28	27	27	34	42	38	48	10	12	12	14	13	14	13
276.1	Synthetic resins and plastics materials	133	148	166	179	188	163	221	53	59	54	56	56	59	56
276.2	Synthetic rubber	20	22	23	29	30	18	23	5	6	5	6	7	7	6
277	Dyestuffs and pigments	54	57	64	77	82	59	72	16	19	19	19	19	20	20
278	Fertilisers	5	4	7	13	24	27	20	6	3	4	6	10	6	2
279	Other chemical industries	112	132	148	160	174	158	161	42	42	38	39	46	46	42
Order V	Chemical and allied industries	847	937	1 008	1 207	1 400	1 180	1 411	342	363	345	363	371	395	392

Table 5 Unit value and volume index numbers: chemicals SITC (R) section 5 Overseas Trade Statistics basis

Index numbers 1970 = 100, seasonally adjusted

	1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
Import volume	103	118	140	151	122	150	134	143	148	153	157	170	166	165
Export volume	110	118	143	169	142	171	148	164	167	171	180	176	185	195
										Index numbers 1970 = 100 not seasonally adjusted				
Import unit value	102	104	125	207	229	267	234	239	262	274	297	302	304	299
Export unit value	102	104	114	169	209	238	211	219	232	245	259	272	280	286

Table 6 Price index numbers of output (home sales)

1970=100

MLH		1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
271	General chemicals	107.0	109.8	114.4	158.4	201.1	244.6	224.2	240.2	251.8	262.5	271.6	285.0	290.5
271/1	Inorganic chemicals	108.0	112.3	116.8	140.7	197.1	238.4	223.7	234.8	242.4	252.8	263.2	274.9	283.1
271/2	Organic chemicals	106.3	108.1	112.9	185.7	222.7	270.1	247.4	262.4	278.3	292.2	298.1	307.7	310.8
272	Pharmaceutical chemicals	110.4	107.7	112.6	137.6	183.1	212.1	192.7	211.3	219.2	225.8	240.1	259.2	262.1
272	Pharmaceutical preparations	103.6	109.1	112.3	126.9	160.7	192.1	179.7	187.6	197.8	203.4	209.4	218.0	224.9
273	Toilet preparations	108.3	118.6	124.3	136.8	164.3	189.6	182.2	186.5	192.2	197.8	209.8	217.5	229.5
274	Paint	112.4	120.6	127.5	161.9	203.5	224.5	220.0	222.1	225.4	230.7	249.1	256.9	271.9
275	Soap and detergents	103.0	112.3	123.8	162.8	185.1	210.0	200.6	206.2	212.7	220.5	232.2	248.8	255.7
276/1	Synthetic resins and plastics materials	102.6	103.8	105.6	156.4	181.8	210.8	194.6	205.6	217.5	225.6	234.6	243.0	246.1
277	Dyestuffs and pigments	111.6	115.7	122.6	141.5	174.0	214.1	201.0	205.2	221.0	231.9	239.9	250.8	258.3
279	Other chemical industries	108.5	115.1	120.6	145.9	187.1	216.4	208.4	212.1	217.6	227.3	237.7	246.3	255.4
Order V	Chemicals and allied industries [1]	108.2	113.7	118.9	152.8	188.7	217.5	206.5	213.7	221.0	228.8	239.7	248.5	256.9
	Total manufacturing industry	109.0	114.8	123.2	152.0	188.7	219.6	206.9	214.4	223.2	233.9	248.0	259.2	267.7

[1] This index refers only to sales outside the chemical industry including sectors not shown above.

Table 7 Price index numbers of materials and fuel purchased

1970=100

		1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
Order V	Chemicals and allied industries	108.8	112.2	135.9	215.4	239.1	283.8	258.7	276.5	289.8	310.3	319.3	330.4	327.0
	Total manufacturing industry	104.6	109.2	144.5	215.3	235.5	299.0	266.5	292.6	306.8	329.9	341.5	347.7	340.5

Table 8 Employees in employment: Great Britain

Thousands – monthly averages

MLH		Mid-year count 1970	1971	1972	1973	1974	1975	1976	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
271	General chemicals	141	143	139	135	134	133	133	132	133	134	134	135	135	136
272	Pharmaceutical chemicals and preparations	71	73	74	74	78	77	74	74	74	74	74	74	74	75
273	Toilet preparations	22	23	25	27	27	25	23	22	23	23	24	23	24	24
274	Paint	31	29	27	27	28	27	27	27	27	27	27	27	27	27
275	Soap and synthetic detergents	18	15	15	15	16	17	17	17	17	17	17	17	17	17
276	Synthetic resins, plastics and rubber	51	48	46	47	50	50	50	49	50	51	51	51	50	50
277	Dyestuffs and pigments	21	20	19	22	24	23	22	22	22	22	22	22	22	23
278	Fertilisers	11	11	11	11	12	12	12	12	12	12	12	12	12	12
279	Other chemical industries	75	73	69	69	68	67	67	66	67	68	69	69	69	70
Order V	Chemical and allied industries	440	435	426	427	436	431	425	421	423	427	430	429	430	433
	Total manufacturing industry	8 164	7 886	7 655	7 700	7 719	7 376	7 176	7 150	7 124	7 193	7 237	7 215	7 229	7 273

Input prices rose by only 5½ per cent during the first six months of 1977 and between June and November there has actually been a fall of 1 per cent. Changes in the prices of inputs feed through to output prices after a delay, of perhaps six to nine months, thus the easing in cost pressures should be reflected in output prices in the first half of 1978.

Investment

There was a further substantial rise in the volume of investment in the third quarter of 1977. In the first three quarters taken together investment was 11¼ per cent higher than in the corresponding period in 1976. This outcome is a little higher than had been expected in Department of Industry's August/September investment intentions inquiry. Up-to-date prospects for 1978 were not available at the time this article was prepared although the Department of Industry published its November/December investment intentions inquiry on 4 January (see page 41).

Notes

The index of production measures net output at constant 1970 prices of all establishments classified to a minimum list heading.

In table 2 are shown sales, at constant 1970 prices, of those products which are regarded as characteristic or principal products of a minimum list heading. Sales of the products, by establishments not classified to the minimum list heading, are included.

The current price figures in tables 3 and 4 are obtained from Overseas Trade Statistics by combining those trade headings which correspond as closely as possible with the principal products of each minimum list heading. The constant price data are obtained by deflating the current price data using appropriate average value indices. This procedure provides base weighted trade data at constant prices which are consistent with the data in table 2.

The unit value and volume index numbers shown in table 5 relate to standard international trade classification (revised) section 5 which does not cover precisely the same products as those which are regarded as principal products of order V of the standard industrial classification.

Table 9 Capital expenditure

£ million

	Current prices not seasonally adjusted	1970 prices seasonally adjusted
1967	214.7	256.1
1968	223.1	256.0
1969	267.6	296.4
1970	382.3	382.3
1971	367.1	333.9
1972	281.1	240.0
1973	237.2	182.9
1974	350.8	222.4
1975	547.0	270.5
1976	634.2	266.1
1975		
3rd qtr	138.3	69.3
4th	152.5	62.9
1976		
1st qtr	130.0	59.7
2nd	148.2	65.0
3rd	160.3	70.5
4th	195.7	70.9
1977		
1st qtr	167.3	65.9
2nd	192.0	72.2
3rd	210.0	80.4

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Capital expenditure of the manufacturing, distributive and service industries: revised estimates for third quarter 1977

Revised estimates show that the volume of investment in these industries rose nearly 5 per cent between the second and third quarters of 1977. Confirmation is provided that the increases for both manufacturing industry and the distributive and service industries (other than shipping) are greater than any rise since the end of 1973 and beginning of 1974.

Chart 1 Manufacturing industries

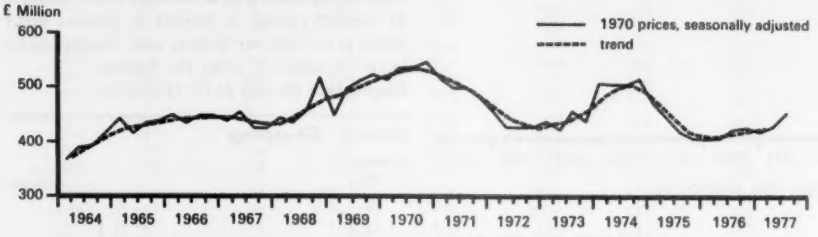


Table 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries £ million

		Analysis by industrial sectors			Analysis by type of asset		
Period	Total	Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1966	3 228	1 774	1 334	120	938	556	1 733
1967	3 314	1 738	1 407	170	939	603	1 772
1968	3 703 (3,615)[1]	1 851 (1 800)[1]	1 561 (1 554)[1]	290 (260)[1]	963	759 (729)[1]	1 980 (1 922)[1]
1969	3 893 (3 981)[1]	1 978 (2 029)[1]	1 683 (1 690)[1]	233 (263)[1]	1 044	728 (758)[1]	2 120 (2 178)[1]
1970	4 294	2 130	1 799	364	1 063	859	2 372
1971	4 284	1 991	1 930	364	1 114	832	2 338
1972	4 292	1 739	2 071	482	1 044	1 018	2 230
1973	4 665	1 753	2 414	498	1 092	1 124	2 449
1974	4 858	2 028	2 414	415	1 211	1 058	2 589
1975	4 120	1 745	2 034	341	1 007	841	2 272
1976	3 836	1 659	1 974	203	870	782	2 184
1971							
1st qtr	1 051	513	467	71	275	186	590
2nd	1 081	499	479	104	276	225	581
3rd	1 093	496	495	100	281	217	595
4th	1 059	481	490	89	282	205	572
1972							
1st qtr	1 053	457	487	109	260	230	563
2nd	1 077	429	520	128	261	259	557
3rd	1 056	426	522	109	257	249	551
4th	1 106	427	541	137	267	280	559
1973							
1st qtr	1 188	438	593	157	274	310	604
2nd	1 119	422	597	100	271	251	597
3rd	1 145	456	596	93	280	254	611
4th	1 213	437	629	147	267	310	636
1974							
1st qtr	1 223	509	639	75	311	242	670
2nd	1 204	504	603	97	299	258	646
3rd	1 213	504	587	122	304	280	629
4th	1 218	511	585	122	297	277	644
1975							
1st qtr	1 090	472	516	103	274	235	581
2nd	1 054	446	513	95	261	215	577
3rd	1 014	420	512	82	242	203	569
4th	961	407	494	61	230	187	544
1976							
1st qtr	940	405	471	64	221	194	525
2nd	923	407	489	27	218	173	532
3rd	1 001	421	506	74	221	227	554
4th	972	426	508	37	210	188	574
1977							
1st qtr	996	419	507	69	192	226	578
2nd	997	432	509	57	189	224	585
3rd r	1 044	455	528	61	194	232	618

The figures given above cover a wide sector of the economy, accounting – after exclusion of dwellings – for some 48 per cent of all UK gross domestic fixed capital formation in 1976. The scope of manufacturing and the distributive and service industries is defined in the notes at the end of the article, and falls very largely in the private sector of the economy, although some public sector elements are included as appropriate (notably the British Steel Corporation, in manufacturing industry). Exploration and development work in the North Sea (order II) is excluded.

[1] After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968: estimated at £51 million for manufacturing industry, £7 million for distributive and service industries, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

r Revised.

Manufacturing industry

The provisional estimate of a 5 per cent rise in manufacturing investment in the third quarter is confirmed by the latest estimate of £455 million at 1970 prices, seasonally adjusted.

Compared with the second quarter, increases in investment of 10 per cent or more were recorded by the vehicles, the chemicals, the paper, printing and publishing, the non-ferrous metals and the engineering, shipbuilding and metal goods industry groups. The residual 'other' manufacturing group had an about average increase and for the food, drink and tobacco industry group the level was unchanged. Each of the remaining three groups had a reduced level of investment with the iron and steel industry group having the greatest fall at 14 per cent. Since early 1976 there has been a continuous upward trend in investment in the engineering and 'other' manufacturing groups, and in the first three quarters of 1977 compared with the corresponding period of 1976 all groups, except the iron and steel, the coal and petroleum and the textiles, leather and clothing groups, have increased their level of investment. For these groups the trend has been down but for the latter two it appears to be flattening.

The rise in investment in plant and machinery more than accounted for the increase in manufacturing investment between the second and third quarters and for this asset alone the increase was 8 per cent. New building work rose by 1 per cent and investment in vehicles fell by 8 per cent. In the first three quarters of this year investment in plant and machinery increased by 7 per cent and in vehicles by 26 per cent compared with the same period of 1976. Investment in new building work fell by 9 per cent.

Distributive and service industries (excluding shipping)

Revised figures indicate that the capital expenditure of the distributive and service industries (excluding shipping) in the third quarter of 1977 was £528 million, at 1970 prices, seasonally adjusted. This is £4 million more than the provisional estimate and about 4 per cent greater than the estimate for the previous quarter. In the first three quarters of 1977 expenditure by these industries was some 5 per cent higher than that in the corresponding period of 1976. On this basis of comparison, investment in new building work declined by about 15 per cent, while expenditure on vehicles increased by 12 per cent, and on plant and machinery, by some 17 per cent.

In the classification according to industry group, retailers' investment increased by about 9 per cent in the two periods of comparison, while wholesalers' expenditure was some 2 per cent higher and the estimates for

Chart 2 Manufacturing, distributive and service industries and shipping

Chart 3 Distributive and service industries (ex shipping)

the residual group of industries rose by about 5 per cent.

Shipping industry

The revised estimate of capital expenditure by this industry in the third quarter is £62 million, at 1970 prices, seasonally adjusted, £3 million more than the provisional estimate. In the first three quarters of 1977, the shipping industry's investment increased by about 13 per cent, compared with that in the corresponding period of the previous year.

Note

The estimation of changes in the volume of capital expenditure (as distinct from changes at current prices) is subject to greater error when price rises are larger, and this should be borne in mind in using the figures.

Inquiries: 01-215 3175/3176/3345.

Chart 4 Shipping

Table 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted £ million

Period	Total all manufacturing industries	Analysis by industry group: Food, drink and tobacco	Coal and petroleum products	Chemicals	Iron and steel [1]	Non-ferrous metals [1]	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1970	2 129.8	246.4	82.8	382.3	154.8	101.6	422.3	233.4	170.9	134.2	201.1	391.2	114.7	1 623.9
1971	1 990.7	248.6	118.5	333.9	229.1	67.2	373.3	149.2	144.4	110.8	215.7	357.1	113.4	1 520.2
1972	1 739.2	258.7	100.8	240.0	215.7	39.6	343.8	98.8	120.0	101.8	220.0	305.5	123.3	1 310.4
1973	1 752.9	268.3	39.6	182.9	169.3	31.2	396.4	139.7	170.8	114.1	240.6	289.3	130.6	1 333.0
1974	2 028.4	298.4	44.8	222.4	208.9	39.9	479.1	158.2	189.4	133.5	253.8	359.0	140.2	1 529.2
1975	1 744.8	229.9	52.8	270.5	240.2	33.9	382.1	125.9	130.6	105.5	173.4	302.7	105.4	1 336.7
1976	1 659.2	219.4	52.3	266.1	263.5	21.5	347.6	132.0	96.8	86.5	173.5	240.2	121.3	1 297.7
1971 1st qtr	513.4	62.5	26.0	88.7	51.0	21.5	103.2	40.4	40.8	28.1	51.2	90.5	28.0	394.9
2nd	498.7	60.8	26.6	78.7	52.8	18.4	96.5	40.7	39.6	29.3	55.3	89.8	29.0	379.9
3rd	498.0	63.0	31.6	84.8	60.5	16.8	90.0	36.4	32.2	27.2	55.5	87.4	27.2	383.4
4th	480.6	62.3	34.3	81.7	64.8	10.5	83.6	31.7	31.8	26.2	53.7	89.4	29.2	362.0
1972 1st qtr	457.3	59.4	30.8	69.2	74.0	9.6	82.2	26.2	26.1	22.2	57.6	79.1	28.1	350.1
2nd	428.8	62.2	26.9	62.7	50.6	11.8	81.1	23.4	30.3	25.6	54.2	77.3	29.5	322.0
3rd	425.9	68.5	22.4	57.3	45.3	8.5	88.8	23.3	30.3	26.7	54.8	77.2	32.1	316.6
4th	427.2	68.6	20.7	50.8	45.8	9.7	91.7	25.9	33.3	27.3	53.4	71.9	33.6	321.7
1973 1st qtr	437.6	70.9	17.9	47.6	47.0	7.8	92.2	31.9	38.3	29.0	55.0	67.2	33.1	337.3
2nd	421.8	60.7	17.9	46.8	31.1	6.9	98.4	33.2	39.3	28.3	59.2	69.2	31.3	321.3
3rd	456.3	65.1	14.0	44.3	47.9	8.1	102.3	36.9	46.3	28.3	63.1	76.0	33.2	347.1
4th	437.2	71.6	10.2	44.2	43.3	8.4	103.5	37.7	46.9	28.5	63.3	76.9	33.0	327.3
1974 1st qtr	509.0	78.3	9.7	50.0	44.9	9.3	124.1	40.8	49.1	31.5	71.3	89.4	35.0	384.6
2nd	504.0	77.1	10.0	51.3	49.3	10.9	117.7	39.9	48.8	34.4	64.6	89.1	35.6	379.3
3rd	504.0	75.3	11.5	55.5	48.3	9.9	120.3	39.9	48.0	33.5	61.8	88.4	35.9	379.7
4th	511.4	67.7	13.6	65.6	66.4	9.8	117.0	37.6	43.5	34.1	56.1	92.1	33.7	385.6
1975 1st qtr	471.8	63.7	12.8	68.9	53.5	13.4	107.1	35.5	37.6	29.6	49.7	85.0	28.8	358.0
2nd	446.2	59.4	14.3	69.8	58.6	6.8	100.1	32.2	33.8	26.1	45.1	79.5	25.3	341.4
3rd	419.9	52.1	15.0	68.9	62.1	7.0	90.9	28.5	29.9	26.5	39.0	72.7	25.1	322.1
4th	406.9	54.7	10.7	62.9	66.0	6.7	84.0	29.7	29.3	23.3	39.6	65.5	26.2	315.2
1976 1st qtr	404.5	51.1	15.7	59.7	70.5	5.8	85.5	28.4	26.7	22.6	38.5	62.3	27.3	314.9
2nd	407.3	50.1	12.7	65.0	70.9	5.0	84.1	32.0	24.8	22.3	40.4	59.5	31.4	316.4
3rd	421.2	60.0	11'0	70.5	65.1	5.2	85.8	33.6	23.2	21.1	45.7	60.0	31.3	329.9
4th	426.2	58.2	12.9	70.9	57.0	5.5	92.2	38.0	22.1	20.5	48.9	58.4	31.3	336.5
1977 1st qtr	419.1	62.8	10.7	65.9	55.3	5.2	90.6	34.3	22.1	21.8	50.4	53.5	35.4	330.2
2nd	431.9	74.3	11.6	70.9	47.7	6.4	93.0	31.4	22.5	22.3	51.8	55.4	40.5	336.0
3rd r	454.9	74.3	11.4	80.4	41.1	7.2	102.5	36.5	21.1	25.3	55.1	56.1	37.3	361.5

[1] These columns represent the division of the column 'metal manufacture' formerly shown. This split is only approximate because at this stage separate deflators are not available for the two industries. r Revised.

Table 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted £ million

Period	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale distribution	Retail distribution	Other industries	New building work	Vehicles	Plant and machinery
1968	1 561 (1 554)[1]	166	283	1 112 (1,105)[1]	624	368	570 (563)[1]
1969	1 683 (1 690)[1]	160	295	1 228 (1 235)[1]	650	389	643 (650)[1]
1970	1 799	176	299	1 325	666	394	739
1971	1 930	185	334	1 411	754	367	809
1972	2 071	198	400	1 473	736	436	899
1973	2 414	197	460	1 758	801	505	1 108
1974	2 414	197	452	1 765	849	509	1 057
1975	2 034	148	387	1 500	701	402	932
1976	1 974	145	386	1 443	627	467	880
1971 1st qtr	467	44	82	341	184	89	194
2nd	479	46	86	346	185	96	198
3rd	495	47	85	363	193	92	209
4th	490	48	81	360	192	90	208
1972 1st qtr	487	48	91	348	179	101	207
2nd	520	50	96	374	183	108	229
3rd	522	46	104	372	179	112	231
4th	541	54	109	378	195	115	232
1973 1st qtr	593	51	110	432	206	123	264
2nd	597	49	117	431	202	120	275
3rd	596	48	120	428	204	131	261
4th	629	50	113	466	189	132	308
1974 1st qtr	639	52	113	474	221	134	285
2nd	603	48	109	446	210	128	266
3rd	587	51	108	428	214	124	249
4th	585	45	123	417	204	123	258
1975 1st qtr	516	41	91	384	188	106	222
2nd	513	39	97	377	181	97	235
3rd	512	35	99	379	168	97	246
4th	494	33	100	360	164	102	228
1976 1st qtr	471	34	98	339	158	104	208
2nd	489	36	104	349	158	117	214
3rd	506	38	94	374	160	124	222
4th	508	37	90	381	151	122	236
1977 1st qtr	507	32	108	367	138	123	247
2nd	509	37	103	369	132	129	248
3rd r	528	42	110	377	137	136	256

[1] See footnote to table 1. r Revised.

Table 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries £ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1966	2 787	1 517	1 172	99
1967	2 861	1 485	1 236	140
1968	3 304	1 639	1 418	247
1969	3 629	1 822	1 589	217
1970	4 294	2 130	1 799	364
1971	4 648	2 187	2 078	384
1972	4 971	2 044	2 373	553
1973	6 008	2 286	3 088	635
1974	7 400	3 150	3 639	611
1975	7 821	3 461	3 795	565
1976	8 642	3 957	4 292	393
1973				
1st qtr	1 437	542	729	166
2nd	1 366	508	739	118
3rd	1 449	596	744	109
4th	1 757	640	875	242
1974				
1st qtr	1 677	712	875	90
2nd	1 695	707	863	125
3rd	1 859	797	890	173
4th	2 169	935	1 011	223
1975				
1st qtr	1 865	846	878	142
2nd	1 867	818	910	138
3rd	1 965	855	962	148
4th	2 125	941	1 045	138
1976				
1st qtr	1 977	915	952	110
2nd	1 943	889	1 010	45
3rd	2 237	998	1 091	148
4th	2 485	1 155	1 239	92
1977				
1st qtr	2 426	1 105	1 192	129
2nd	2 453	1 112	1 235	107
3rd r	2 742	1 249	1 345	148

r Revised.

Notes to tables

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification revised 1968 edition:

Manufacturing orders III to XIX
Distributive trades order XXIII
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses and similar businesses)
Retail MLH 820, 821

Other industries order XX (construction): XXII (transport and communication) excluding 701 – railways, 706 – port and inland water transport, 707 – air transport and 708 – postal services and telecommunications: XXIV (insurance, banking, finance and business services) including leasing by finance houses and similar businesses and excluding Trustee Savings Banks; XXV (professional and scientific services) excluding 872 – educational services and 874 – medical and dental services; and XXVI (miscellaneous services).

SIC orders I (agriculture, forestry and fishing), II (mining and quarrying), XXI (gas, electricity and water), and XXVI (public administration and defence) are completely excluded.

The estimates with the exception of those for manufacturing industry in table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in tables 2 and 3, because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the total and the sum of the constituent parts due to rounding.

See also footnotes to table 1.

Industry's investment intentions for 1978 and 1979

Forms were sent to contributors at the end of October and the figures below are based on replies received up to mid-December. The survey requested a further estimate of capital expenditure in 1978 and a preliminary indication for 1979. Increased investment in 1978 and further rises in 1979 for both the manufacturing and the distributive and service industries (excluding shipping) are suggested in the Department of Industry's latest survey of investment intentions.

Manufacturing industry

The present survey indicates that the year-on-year increase in the volume of investment between 1977 and 1978 will probably be between 10 per cent and 13 per cent compared with the range of 12 per cent to 17 per cent suggested by the survey conducted in August/September 1977. Interpretation of the results of this first inquiry for 1979 is much more difficult and the most that can be said is that a further increase is likely, perhaps smaller than that between 1977 and 1978.

Interpretation of the results for individual industries is more difficult than for manufacturing as a whole and can only be attempted for the first forecast year. Indications are that in 1978 there will be large increases in investment by the coal and petroleum products and the vehicles industries, and a fairly large increase by the chemicals industry. Rises of about the average for manufacturing as a whole are indicated for the engineering, the textile, leather and clothing, the paper, printing and publishing, and the non-ferrous metals industry groups. Little change is expected for the food, drink and tobacco, and the residual 'other manufacturing' groups, both of which substantially increased their investment between 1976 and 1977. The only industry likely to show a fall in investment is iron and steel. There may be a slightly greater increase in investment in new building work than in plant, machinery and vehicles in 1978 but this is unlikely to raise the share of new building work in the total to even its 1976 level.

Distributive and service industries

The information from the previous survey indicated that there would probably be a rise from 5 per cent to 7 per cent in the investment by these industries in 1978, compared with that in 1977. The present survey suggests that the increase is likely to be between 6 per cent and 8 per cent in 1978, probably to be followed by a further but smaller rise in 1979.

As a guide to the scale of investment covered by the survey, the following table gives industry's capital expenditure for recent years, with estimates for 1977 and 1978.

£ million at 1970 prices

	Manufacturing industry	Distributive and service industries (excluding shipping)
1970	2 130 (peak)	1 799
1971	1 991	1 930
1972	1 739	2 071
1973	1 753	2 414
1974	2 028	2 414
1975	1 745	2 034
1976	1 659	1 974
1977 (4th qtr estimated)	1 775	2 080
1978 (rounded central estimate)	1 980 [1]	2 220 [1]

[1] At 1978 prices each of these estimates would represent expenditure of the order of £6 billion.

Background notes on this data were included in *Trade and Industry*, 7 October, 1977, page 47.

Inquiries: 01-215 3175/3176/3345.

Manufacturers' and distributors' stocks: revised figures for third quarter 1977

Revised figures indicate that the level of stocks held by manufacturers, wholesalers and retailers fell by about £80 million at 1970 prices, seasonally adjusted, in the third quarter of 1977, following the rise of almost £200 million in the second quarter.

Manufacturing industry

Revised figures indicate that manufacturers' stocks fell by about £45 million at 1970 prices, seasonally adjusted, in the third quarter of 1977. This fall is smaller than that suggested by the provisional figures as the estimates of the levels of work in progress and stocks of finished goods have each been revised upwards by some £20 million. Work in progress is now thought to have fallen by about £50 million and stocks of materials and fuel by almost £25 million but stocks of finished goods are estimated to have risen by just over £30 million. This somewhat unexpected increase in finished goods stocks (occurring as general wholesale distributors' stocks fell – see next section), together with the falls in the other two assets, might suggest that manufacturers have not yet been able to adjust their holdings of stocks fully to the depressed levels of consumers' expenditure and manufacturing activity after the large, partly involuntary rises in the first half of the year. It should be noted, however, that the increase during the third quarter for finished goods was only 1 per cent of the level at the end of the second quarter.

The major reductions in stocks occurred in the engineering and metal manufacturing industries but these were partially offset by an increase in stocks for food, drink and tobacco group. With manufacturing output now estimated to have risen very slightly between the second and third quarters the stock/output ratio at the end of September has been revised to 106.9. This is lower than the end-June figure of 108.1 but is still high by historical standards.

Distributive industries

Revised estimates confirm that wholesalers' stocks increased in the third quarter by about £10 million, at 1970 prices, seasonally adjusted. The cumulative increase during the first three quarters of the year was exceptionally large, but stocks held by general wholesale distributors (almost three-fifths of all wholesale stocks), which had shown a rapid rise in the first half of the year, declined in the third quarter. The stocks held by dealers in coal, builders' materials, etc, were also reduced, so that the overall increase in the third quarter was attributable to a large rise for stocks in the hands of dealers in industrial materials and machinery. Retailers' stocks declined by about £40 million, at 1970 prices, seasonally adjusted, in the third quarter.

Notes

The estimation of physical changes in stocks is subject to greater error when the rate of price increase is varying and this should be borne in mind when using the figures.

Inquiries: Manufacturing, 01-215 3176/5215. Distributive, 01-215 3345.

Table 1 Value of physical increase in industry's stocks at 1970 prices seasonally adjusted

£ million

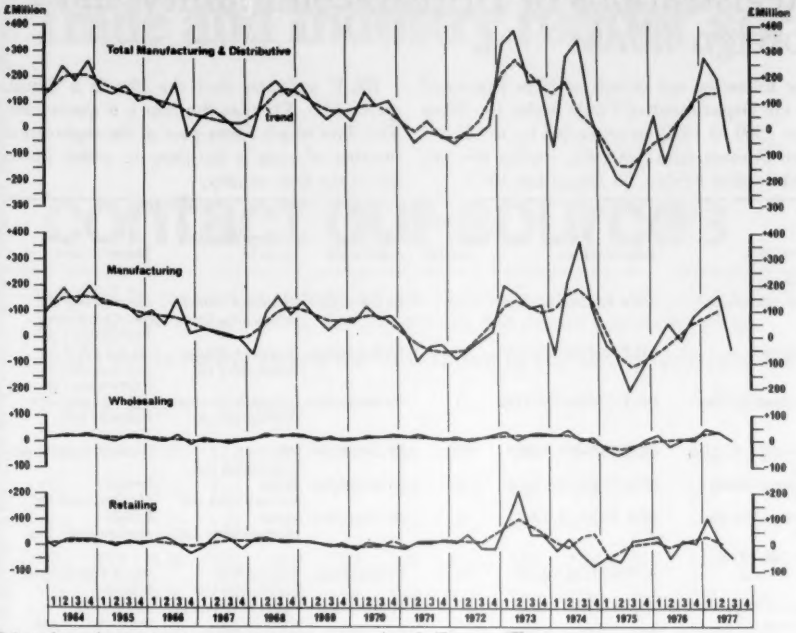
	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1976	14,287	10 528	1 830	1,929
1970	377	325	68	−16
1971	−78	−148	52	18
1972	−52	−145	48	15
1973	1 078	597	102	379
1974	606	634	81	−109
1975	−605	−429	−111	−65
1976	37	5	23	9
1970				
1st qtr	33	47	4	−17
2nd	144	117	21	6
3rd	93	75	17	1
4th	107	87	27	−6
1971				
1st qtr	13	13	14	−14
2nd	−53	−89	28	9
3rd	−17	−40	13	11
4th	−21	−31	−2	12
1972				
1st qtr	−53	−83	21	8
2nd	−21	−60	−2	41
3rd	−22	−21	14	−15
4th	15	19	15	−19
1973				
1st qtr	330	199	39	92
2nd	381	166	7	209
3rd	181	111	30	40
4th	185	121	26	38
1974				
1st qtr	−69	−71	21	−20
2nd	284	211	48	25
3rd	345	377	5	−37
4th	46	117	6	−77
1975				
1st qtr	−98	−31	−23	−44
2nd	−186	−74	−51	−61
3rd	−218	−209	−26	16
4th	−103	−115	−12	24
1976				
1st qtr	59	—	26	33
2nd	−131	−66	−20	−45
3rd	28	−2	14	16
4th	81	73	3	5
1977				
1st qtr	278	125	51	102
2nd	199	164	39	−5
3rd r	−82	−45	6	−44

Table 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles, leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1976	10 528	1 327	1 146	917	5 216	846	1 076	3 543	4 083	2 903
1970	325	11	43	50	222	1	−1	113	122	90
1971	−148	11	17	5	−164	−14	−3	−146	−98	96
1972	−145	20	3	−44	−85	−53	15	−41	32	−136
1973	597	75	95	−8	358	12	65	303	324	−30
1974	634	75	155	26	261	41	76	287	86	262
1975	−429	−99	−44	39	−149	−39	−137	−391	−118	80
1976	5	−1	54	83	−103	−25	−4	−61	10	56
1970										
1st qtr	47	6	19	−11	15	9	8	13	—	33
2nd	117	7	4	19	90	2	−5	56	59	2
3rd	75	4	11	15	48	—	−4	34	17	24
4th	87	−6	8	26	69	−11	—	10	47	30
1971										
1st qtr	13	8	−5	29	−30	8	3	−22	−25	60
2nd	−89	−5	16	−24	−42	−31	−3	−44	−62	17
3rd	−40	−11	−2	−7	−23	6	−3	−44	−4	8
4th	−31	20	9	7	−69	4	−1	−36	−7	12
1972										
1st qtr	−83	7	15	−57	−19	−14	−15	−15	7	−75
2nd	−60	16	−21	9	−65	−11	12	−50	21	−31
3rd	−21	−7	7	−1	−9	−16	5	2	−2	−22
4th	19	3	3	5	7	−11	12	22	6	−8
1973										
1st qtr	199	5	22	20	113	−8	47	89	110	—
2nd	166	25	35	2	92	8	3	94	75	−3
3rd	111	27	21	−9	60	4	10	44	82	−14
4th	121	18	17	−22	93	9	6	77	57	−13
1974										
1st qtr	−71	24	37	−57	−38	−7	−29	64	−24	−110
2nd	211	30	36	7	55	30	53	68	22	121
3rd	377	43	72	43	145	24	49	135	73	169
4th	117	−22	10	33	99	−6	2	20	15	82
1975										
1st qtr	−31	−10	−9	47	−18	−5	−37	−136	18	88
2nd	−74	−50	−23	23	26	−17	−33	−51	−22	−1
3rd	−209	−28	−25	−22	−76	−16	−42	−141	−61	−7
4th	−115	−11	14	−9	−81	−3	−25	−63	−52	—
1976										
1st qtr	—	−18	16	−11	10	12	−9	−26	12	13
2nd	−66	−6	15	12	−61	−19	−7	−28	−34	−4
3rd	−2	−1	15	44	−58	−10	7	7	−17	7
4th	73	24	7	38	7	−9	6	−15	48	40
1977										
1st qtr	125	−11	18	13	70	9	26	55	44	26
2nd	164	20	8	12	82	22	22	39	−5	130
3rd r	45	23	1	−11	−47	−5	−5	−24	−51	31

Value of physical increase in industry's stocks at 1970 prices seasonally adjusted.



Note to tables 1 to 4 : see next page.

Table 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted

£ million

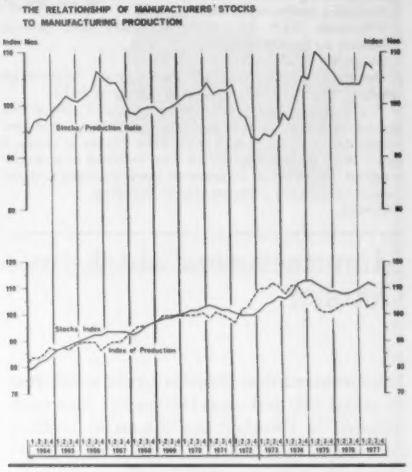
	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials etc.	Dealers in industrial materials and machinery
Level of stocks at end 1976	1 830	1 037	158	635
1970	68	15	—	53
1971	52	41	−3	14
1972	48	41	11	−3
1973	102	127	−1	−24
1974	81	6	—	75
1975	−111	−142	−13	44
1976	23	−3	11	16
1970				
1st qtr	4	−4	—	8
2nd	21	12	−3	12
3rd	17	−5	−1	24
4th	27	12	4	10
1971				
1st qtr	14	1	−1	14
2nd	28	22	—	6
3rd	13	11	1	2
4th	−2	7	−2	−7
1972				
1st qtr	21	3	−2	20
2nd	−2	2	2	−6
3rd	14	23	3	−11
4th	15	13	9	−6
1973				
1st qtr	39	40	−6	5
2nd	7	14	4	−12
3rd	30	40	2	−13
4th	26	32	−1	−4
1974				
1st qtr	21	23	−1	−1
2nd	48	22	2	24
3rd	5	−21	−3	29
4th	6	−18	2	22
1975				
1st qtr	−23	−44	2	19
2nd	−51	−53	−8	10
3rd	−26	−25	−5	4
4th	−12	−20	−2	10
1976				
1st qtr	26	14	13	−1
2nd	−20	3	−6	−17
3rd	14	−11	6	19
4th	3	−10	−2	14
1977				
1st qtr	51	24	6	21
2nd	39	24	6	10
3rd r	6	−14	−5	26

Table 4 Increase in the book value of manufacturers' and distributors' stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1976	33 554	26 342	4 502	3 799
1970	1 302	1 038	162	102
1971	764	471	160	133
1972	949	618	217	114
1973	3 646	2 571	593	481
1974	6 330	5 132	779	419
1975	3 227	2 568	212	447
1976	6 126	4 787	873	466
1970				
1st qtr	323	288	16	18
2nd	351	293	26	33
3rd	267	174	78	15
4th	362	284	43	36
1971				
1st qtr	259	211	29	20
2nd	294	180	60	54
3rd	112	28	70	13
4th	99	53	—	46
1972				
1st qtr	90	60	5	26
2nd	197	113	25	59
3rd	251	148	106	−3
4th	412	298	82	32
1973				
1st qtr	659	487	71	101
2nd	739	554	88	96
3rd	1 018	664	239	115
4th	1 230	867	194	169
1974	1 763	1 501	204	59
2nd	1 853	1 447	224	182
3rd	1 525	1 254	199	72
4th	1 188	930	152	106
1975				
1st qtr	978	933	16	61
2nd	627	608	20	38
3rd	541	262	124	154
4th	1 081	764	123	194
1976				
1st qtr	1 058	879	124	55
2nd	1 263	1 125	147	−9
3rd	1 662	1 155	340	168
4th	2 142	1 628	262	252
1977				
1st qtr	1 875	1 377	203	296
2nd	1 339	980	234	125
3rd r	417	168	183	66

Table 5 Relationship of manufacturers' stocks to manufacturing production


THE RELATIONSHIP OF MANUFACTURERS' STOCKS TO MANUFACTURING PRODUCTION
Stocks / Production Ratio
Stocks Index
Index of Production

Index numbers – 4th qtr 1969 = 100
Seasonally adjusted

	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of stocks to production
1967			
1st qtr	94	89	105.4
2nd	94	90	104.6
3rd	94	90	104.5
4th	94	92	102.6
1968			
1st qtr	93	94	98.8
2nd	94	96	98.4
3rd	96	96	99.5
4th	97	97	99.8
1969			
1st qtr	98	98	100.0
2nd	99	100	98.7
3rd	99	100	99.5
4th	100	100	100.0
1970			
1st qtr	101	100	100.9
2nd	102	100	101.7
3rd	103	100	102.2
4th	103	101	102.3
1971			
1st qtr	104	99	104.1
2nd	103	100	102.3
3rd	102	100	102.6
4th	102	99	102.7
1972			
1st qtr	101	97	103.8
2nd	100	102	98.5
3rd	100	103	97.2
4th	100	107	93.8
1973			
1st qtr	102	110	93.1
2nd	104	110	94.5
3rd	105	112	94.2
4th	107	111	95.7
1974			
1st qtr	106	107	98.9
2nd	108	111	97.1
3rd	112	111	100.6
4th	113	107	105.4
1975			
1st qtr	113	107	105.5
2nd	112	102	110.2
3rd	110	101	109.1
4th	109	101	107.1
1976			
1st qtr	109	102	106.6
2nd	108	104	104.0
3rd	108	104	103.7
4th	109	105	103.4
1977			
1st qtr	110	106	103.8
2nd	112	103	108.1
3rd r	111	104	106.9

1 The Index numbers of the level of stocks relate to the end of each quarter: the index of production refers to production during the quarter.
2 The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table.
3 The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.
r Revised

Notes to tables 1 to 4

1 The analysis by industry group follows the standard industrial classification (1968 edition):
Manufacturing orders III to XIX.
Distributive trades order XXII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses)
Retail MLH 820, 821.
2 Book values exclude VAT. Purchase tax payable on retailer's stock prior to the second quarter of 1973.
3 The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.
r Revised

Manufacturers' stocks in October

It is estimated that manufacturers' stocks rose by about £10 million at 1970 prices, seasonally adjusted in October. An appreciable fall is believed to have taken place in materials and fuel stocks with an offsetting rise in work-in-progress and little change in stocks of finished goods.

Monthly figures from January 1977, adjusted to agree with the quarterly figures published in this issue, are as follows:

	Stock changes £ million, 1970 prices seasonally adjusted
1977 January	−10
February	+60
March	+70
April	+20
May	+80
June	+70
July	−10
August	−40
September	—
October	+10

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Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the two weeks ended Friday, 30 December 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Great Adventure	BR/E 39424/25/12/82	23	19 December	Columbia-Warner Distributors Ltd	Global Films Ltd and Queensway Promotions Ltd
Sea World	BR/E 39425/25/12/82	16	19 December	Columbia-Warner Distributors Ltd	Global Films Ltd and Queensway Promotions Ltd
The Meeting Place	BR/E 39426/25/12/82	21	19 December	Columbia-Warner Distributors Ltd	John Dooley T/A Polonius Film Service
Review No. 5 (31st Year)	BR/E 39433/1/1/83	10	29 December	Data Film Distributors Ltd	National Coal Board
Movietone News 2533	BR/E 39200/25/12/82	8	23 December	British Movietonews Ltd	British Movietonews Ltd
Movietone News 2534	BR/E 39201/1/1/83	8	30 December	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Blue Dreams	EC 39427/25/12/82	80	19 December	Atlantic Film Distributors Ltd	Rapid Film GmbH, Munich
Weekend Orgy (L'Amour A La Bouche)	EC 39431/25/12/82	81	22 December	Target International Pictures Ltd	La Persane Production, Paris
Erotic Pleasures	EC 39432/25/12/82	70	22 December	Target International Pictures Ltd	Cinema Plus, Paris
FOREIGN					
The Runaway Train	F 39428	87	21 December	Cinema International Corporation (UK)	Universal Pictures, California
The Gauntlet	F 39429	109	22 December	Columbia-Warner Distributors Ltd	Malpaso Co Inc, California
Naked Peacock	F 39430	79	23 December	Target International Pictures Ltd	All Star Pictures Inc and Associates, Toronto
Rolling Thunder	F 39434	92	29 December	Brent Walker Film Distributors Ltd	American International Pictures, California
Sky Wars	F 39435	95	30 December	London International Film Distributors Ltd	Yangtze Productions Ltd, Kowloon

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) 23 Dec 77
summary (q) 16 Dec 77
overseas royalties 12 Aug 77
trends in invisibles 7 Oct 77
see also Overseas trade of the UK
Business names and limited partnerships (a) 18 Feb 77
Capital expenditure:
manufacturing, distributive and service industries (q) This week
provisional (q) 2 Dec 77
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sept 77
see also Investment
Catering trades turnover (q) 18 Nov 77
Census of production (a) 28 Jan 77
Check trading (a) 12 Aug 77
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N. Ireland (m) 2 Dec 77
rate of return on capital (a) 16 Sept 77
structure of company financing 4 Feb 77
Construction work overseas (a) 4 Nov 77
Earnings, wage rates (m) 23 Dec 77
Energy trends (m) 18 Nov 77
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exhibitors' quota returns (a) 6 May 77
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Made-up clothing:
orders and deliveries (m) 23 Dec 77
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production: quarterly analysis (q) 9 Dec 77
Metal-working machine tools (m) 9 Dec 77
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provisional (m) 16 Dec 77
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Office development permits (q) 2 Dec 77
Official reserves (m) 9 Dec 77
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direct exporters and credit terms (a) 12 Aug 77
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Regional development grants (q) 4 Nov 77
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sales (m) 9 Dec 77
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stocks (m) 16 Dec 77
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section 7 £10,000 or more (q) 25 Nov 77
section 8 (q) 25 Nov 77
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nationality of vessels in UK seaborne trade (a) 9 Sept 77
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Steel: consumption and stocks (q) 18 Nov 77
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provisional (q) 2 Dec 77
manufacturers' (m) This week
retail (m) 16 Dec 77
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 30 Sept 77
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hosiery production (m) 23 Dec 77
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wool output (m) 16 Dec 77
Tourism
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overseas travel and tourism (q) 4 Nov 77
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index numbers (m) 16 Dec 77
initial summary (m) 9 Dec 77

Organisational information

Commercial representation guide 28 Oct 77
ECGD local offices 12 Aug 77
ECGD lines of credit 7 Oct 77
European public holiday guide 25 Nov 77
Government statistics guide 15 Jul 77
Guide to departments 2 Sept 77
Guide to schemes of selective financial assistance 7 Oct 77
Index, July-Sept 23 Dec 77
OTAR contact points 14 Oct 77
Release dates of economic statistics 23 Dec 77
Trade promotions guide This week

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Jan. 19 Repeat seminar – "The Anatomy of Product Liability Insurance". N.B. First edition, published papers now available: £20 plus £2 p. & p.

Feb. 8 Evening reception for US Ambassador Kingman Brewster.

AFRICA AND MIDDLE EAST

Jan. 6 Morocco – report-back meeting following mission.

Jan. 10 Inaugural meeting of the Nigerian-British Chamber. (Applications open to join this new trade group).

Jan. 11 "Finance and Payments in the Oil-Rich Arab States of the Gulf" – half-day business forum.

Jan. 16 Middle East Orientation Course – covering the history, culture and customs of the Arab World, and 200 useful words. (4 days).

Feb. 8 "Social Service and Infrastructural Developments in Oil-Rich States" – residential course at Farnham Castle. (3 days).

Mar. 29 "Practical Agency Problems in the Gulf States" – a forum to discuss legal and operational aspects.

EASTERN EUROPE

Mar. 29 "Business with Eastern Europe" – seminar to review opportunities for trade.

ASIA AND PACIFIC

Jan. 12 Philippines/Singapore – report-back meeting following mission.

Feb. 21 "Talk-In: Australia and New Zealand" – economic and current business prospects.

Mar. 2 South East Asia Business Club – quarterly meeting (membership open to those involved in ASEAN trade and investment).

WESTERN EUROPE

Jan. 17 "Productivity – the way to a higher standard of living" – a one-day conference with senior management, union and academic speakers. Granada TV documentary films presented by Mike Scott.

Jan. 27 "Portuguese Export Workshop" – a half-day conference to examine trade opportunities.

Feb. 8 "Trading with Austria" – a half-day workshop with case studies.

Feb. 28 "How the International Division can help you in Europe" – half-day conference.

Mar. 5 Visit to Lisbon/Oporto (7 days). Study visit for those already in market.

Mar. 15 "Capital Goods in Scandinavia" – seminar to investigate opportunities. Speakers from Volvo and SKF, and the deputy Lord Mayor of Gothenburg.

1978 MISSIONS WITH BOTB SUPPORT GRANTS (CLOSING DATES JAN-MAR)

Feb. 27 Bulgaria (6 days)
Co-inciding with "Marketing in Britain" seminar organised by Bulgarian-London Chambers; supported by both governments.

Mar. 13 Czechoslovakia (6 days)
Jointly arranged with Czechoslovak Chamber for AGM in Prague of their British Section.

Mar. 31 New Zealand/Australia (23 days)
Bi-annual general trade mission.

Apr. 6 Argentina/Uruguay/Paraguay (15 days)
High-level mission for suppliers of capital goods, financial and consultancy services.

These activities cover the period January-March. An extended list is featured in the Chamber's International Diary available on request. Application forms, or further information, can be obtained through Jane May at the ADDRESS BELOW, or by telephoning 01-248 4444 ext. 320.

1978 EXHIBITIONS (PROPOSED) WITH BOTB SUPPORT GRANTS

Sep. 10 Fire Chiefs Conference and Exhibition
Cincinnati – 5 days

Sep. 11 Electra-Mining
Johannesburg – 5 days

Sep. 11 Security 78
Essen – 5 days

Oct. 17 Transport '78
Munich - 5 days

Oct. 30 Machevo/Milieu
Utrecht – 6 days

Nov. 14 Southern Plant Engineering and Maintenance
Houston – 3 days

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This service provides help and advice for the smaller company wishing to expand its business through exports, but which may lack the personnel and time to investigate new markets.

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Membership of the Travel Circle is open to individual persons or companies if they are members of the London Chamber, or any other UK Chamber of Commerce. This scheme enables members to obtain guaranteed rates, corporate rates (normally only available to the largest companies) and discounts on car-hire, hotel accommodation, etc.

International Business Training Programme
EEC procedure and documentation, import customs practice, how to start in export, securing payment for exports and many other subjects in a full programme.

Language Courses
Arabic, German and Spanish scheduled. Intensive residential courses at a quiet country hotel designed to provide a basic 450-word vocabulary.

ARE YOU A MEMBER?

The London Chamber of Commerce and Industry is a subscription organisation, in being to protect the domestic trade interests of its 9,000 members in London and the South East, and to develop international trade relations on behalf of British business. For further information, please contact the Membership Department.

London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB

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